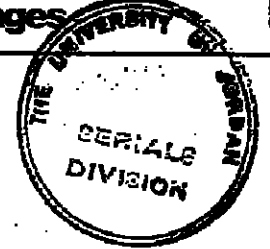


هكذا من الأمل

Weekend FT

Inside Section II
18 pages



EUROPE'S BUSINESS NEWSPAPER

FINANCIAL TIMES

FT No. 31,521
© THE FINANCIAL TIMES LIMITED 1991

Weekend August 3/ August 4 1991

D 8523A

WORLD NEWS

Palestinians hold back on peace talks agreement

US secretary of state James Baker held four hours of talks with Palestinian leaders at the US consulate in Jerusalem but was unable to persuade them to agree immediately to a Middle East peace conference tentatively scheduled for October.

The Israelis, who on Thursday gave a qualified agreement to attend the conference, are insisting that the proposed Jordanian-Palestinian delegation should exclude members of the Palestine Liberation Organisation and residents of Arab East Jerusalem. Page 24; Israel says yes, Page 8

Soviet budget doubts

The Soviet government is preparing an emergency budget, aimed at reducing the rapidly growing deficit and including cuts in social benefits, but ministers are doubtful that it will be passed by the Supreme Soviet when it reconvenes in the autumn. Page 2

Talks on global warming

World representatives met privately in London to discuss terms of an international convention on global warming for final agreement at next year's Earth Summit in Rio de Janeiro. Countries will give voluntary undertakings on strategies to control greenhouse gases, to come into force a year later. Page 3

Bankruptcies rise

The number of personal bankruptcies in the UK has almost doubled over the past year, from 5,318 in the first six months of last year to 10,218, according to figures produced by accountancy firm KPMG Peat Marwick. Page 6

Drug patents decision

The UK pharmaceutical industry failed to move the government from its view that 13 years is long enough for a company to have exclusive rights to a new medicine. Page 7

UK seamen to go

The last British sea seamen on the Q8, the flagship of the Cunard passenger line, are to be replaced by cheaper Third World labour, their union claimed. Page 6; Submarine findings, Page 24

Extradition sought

The UK government sought the extradition from Germany on firearms charges of Gerard Hanratty, 32, from Andersonstown, west Belfast. The move came after judges, hearing the country's first IRA case, ruled there was insufficient evidence on a charge of causing an explosion at the British Army of the Rhine's Glamorgan Barracks at Duisburg, in July 1988, when 10 soldiers were hurt.

Naval victims honoured

Army and Navy divers are to place White Ensigns on the wrecks of two Royal Navy warships, the HMS Prince of Wales and HMS Repulse, sunk 50 years ago in what Winston Churchill called the worst defeat in British naval history in which 1,190 sailors died.

Man drowns in park

A man drowned while cooling off during hot weather in the Serpentine in London's Hyde Park. Weather, Page 24

D'Oyly Carte stance

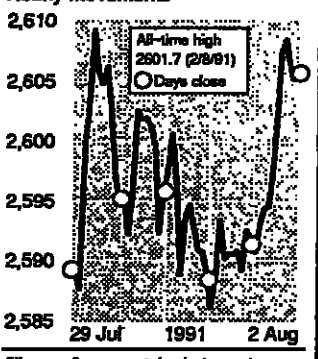
Britain's oldest opera company threatened prosecution of rivals "plagiarising" its name, a practice it says has increased since its move from London to the Alexandra Theatre, Birmingham. Arts, Weekend XV

BUSINESS SUMMARY

FT-SE index closes above 2,600 barrier for first time

The FT-SE 100 index, which measures share price performance of the UK's biggest companies, closed above 2,600 for the first time after the market ended the week with a modest flourish.

FT-SE 100 Index



Hourly movements
2,610
2,605
2,600
2,595
2,590
2,585
29 Jul 1991 2 Aug

Hopes for a cut in interest rates were encouraged yesterday by sterling's strength and disappointing US jobs figures. London's peak of 2,608.1 came eight minutes after a firm Wall Street opening and both markets then fell gently. The Footsie closed at 2,601.7, up 10 on the day, less than five months after reaching 2,500. London stocks, Page 15; Lex, Page 24; US bond prices soar, Page 2; Markets, Week II

BRITISH GAS, privatised utility, is to cut prices for power station customers to about 15p a therm. The move, announced after an ultimatum by the regulator, the Office of Gas Supply, partly offsets a 35 per cent price rise in March which led to a row between the utility, customers and OFGAS, and the threat of a complex legal fight. Page 24; Lex, Page 24

NISSAN MOTOR (GB), the Japanese car maker's own distribution company, appointed as its first official franchisee in the UK Reg Vardy, which operates a chain of 17 dealerships in north-west England. Page 24

JAPAN's current account surplus for June was a politically embarrassing 46.2 per cent higher than June 1990 at \$6.62bn (£3.94bn), while the seasonally-adjusted surplus for the first half was up 64 per cent at \$36.5bn. Page 3

UK ECONOMIC recovery could still be as much as a year away, in spite of government assurances, according to Central Statistical Office figures. The data support the gloomy outlook provided this week by the Confederation of British Industry. Page 8

EXPORT Credits Guarantee Department is opposing EC proposals to pool support for insurance of exports to eastern Europe. The scheme is backed by UK industrialists and the Confederation of British Industry. Page 7

SONY, Japanese electronics company, agreed to make computers for Apple Computer, US personal computer company, in a move that will help Apple's entry into the portable computer market. Page 12

TRY, UK property and construction group, announced a £7.8m underwritten one-for-one rights issue to pay for housing sites being bought from the receiver at Egerton Trust. Page 10

AKZO, Dutch chemicals group, saw a 7 per cent decline in first-half net profits to £132.7m (£115.20). Excluding extraordinary items, the profit fell by 12 per cent to £131m. Page 10

Key Price Waterhouse report says shareholders were briefed fully in April 1990

Abu Dhabi 'knew of BCCI fraud'

By David Lascelles, Peter Martin and Richard Waters

ABU DHABI government representatives knew of the massive fraud being perpetrated by BCCI long before it was reported to the banking authorities early this year, according to the key report on the banking scandal prepared by Price Waterhouse.

In a covering letter to the Bank of England on the day before BCCI was shut down in a worldwide swoop last month, the auditing firm says it obtained files which "revealed widespread fraud and manipulation of accounting records" which were conducted in collusion with representatives of the bank's major shareholders.

The Abu Dhabi government and members of the ruling family own 77 per cent of BCCI. The report does not make clear how many of the controlling shareholders had been told of the fraud.

Officials close to the investigation confirmed last night that representatives of the Gulf emirate knew of the fraud in early 1990.

The 45-page report, obtained by the Financial Times, was the culmination of a four-month inquiry into the bank which was ordered by its supervisors after evidence of fraud began to surface early this year. It was completed in late June and provided regulators with the ammunition they needed to shut the bank down.

PW maintains that majority shareholders knew of the bank's fraudulent activities - which it describes as "one of the most complex deceptions in banking history" - in April 1990, when Abu Dhabi was preparing to take over 50 per cent of the bank's debt and recapitalise it. At that time, Abu Dhabi increased its shareholding in BCCI to 70 per cent.

PW says the extent to which Abu Dhabi knew of the fraud could not be established. The report claims that the majority shareholders "were briefed fully on all the problems in April 1990; notwithstanding that they allowed the 1989 [group] accounts to be finalised

in discussions with ourselves and the regulators without disclosing this information".

Representatives in the UK of the Abu Dhabi government last night continued to deny that the PW report pointed to involvement by Abu Dhabi or any of its officials in the fraud - in spite of the assertion to MPs last week by Mr Robin Leigh-Pemberton, governor of the Bank of England, that "representatives of the shareholders" were implicated.

They questioned the reliability of the auditor's assertions, since the auditor reported only that it had been "informed" that Abu Dhabi knew of the fraud in April 1990. In its covering letter on the report, PW warned the Bank of England that "certain details have not been corroborated".

However, it added: "We believe that the enclosed report provides a fair reflection of what has occurred, although detailed analyses of specific transactions given in this report should be treated with

care." PW also discloses that a senior Abu Dhabi government official, whose name has been excised from the report, profited from dealing in BCCI shares under arrangements which guaranteed him against loss. When confronted with evidence of a fictitious loan from BCCI he told PW that his signature on the confirmation might have been forged.

The PW report provides the fullest and most damning evidence available of the size and extent of the fraud at the 19-year-old institution. It paints a picture of a bank in which fraud was deeply ingrained in the management culture, and was conducted from the highest levels.

PW says a special set of files detailing the many frauds was kept by Mr Swaleh Naqvi, the bank's chief executive, who left the bank last year. It was only once his files had been seized in October that the full picture - long suspected by regulators and auditors - began to

become clear.

To manage the fraud, the bank set up "special duties" departments with their own staff for whom deception and manipulation became a full time occupation. The fraud extended to falsifying records of deposits and loans, cheating on treasury dealings, artificially boosting the bank's capital by secretly lending shareholders to buy shares, and shuffling funds among accounts to create a semblance that loans were being repaid.

The report concludes that the fraud is so large and complex that it is impossible to estimate the total losses.

"There is insufficient information available with which to recreate the bank's accounts with the knowledge that is now available. But on the basis of the losses which have been concealed, it would appear that the bank has generated significant losses over the last decade, and may never have been profitable in its entire history."



A Serbian fighter wounded in battles in Dalj is carried across the Danube to Serbia

Death toll from fighting in Croatia increases to 80

By Laura Silber in Zagreb, John Lloyd in Moscow and David Goodhart in Bonn

Rebels seek to carve out Serb corridor

The death toll following fierce battles between Serb nationalists and Croats in eastern Croatia on Thursday night rose yesterday to 80.

The casualties, mostly among Croats, precipitated a potentially damaging dispute in the Croatian government about how to respond to what is now an unofficial civil war in the republic.

The deaths, which occurred during heavy fighting in towns along the Danube river bordering the republic of Serbia, coincided with the arrival of the EC troika of foreign ministers in Zagreb, the Croatian capital.

The troika - Mr Hans Van den Broek, of the Netherlands, Mr Jacques Poos, of Luxembourg, and Mr Deutscher of Portugal - hope to broker a ceasefire between Croatia, Serbia and the federal army.

In Moscow, Mr Valentin Pavlov, the Soviet prime minister, said yesterday that the Soviet Union supports the efforts of the European Community to

monitor events in Yugoslavia. Speaking after a meeting with Mr Ante Markovic, the Yugoslav prime minister, Mr Pavlov said the Soviet Union was "resolutely opposed to any internationalisation of the conflict", but fully accepted the right of Yugoslavia to invite representatives from the EC or any other state.

The troika will today meet Mr Franjo Tudjman, the president of Croatia, and Mr Slobodan Milosevic, the president of Serbia, in Belgrade.

In Bonn, Mr Hans-Dietrich Genscher, the German foreign minister, said a European peace-keeping force, modelled on the UN's blue-beret units, should be sent to Yugoslavia under the auspices of the Western European Union, or the Conference on Security and Co-operation in Europe.

The troika is faced with a virtual state of war in Croatia where more than 150 people have been killed over the past month since Croatia declared independence on June 25.

Croatia accuses Serbia of waging a war against the independent-minded republic in order to form a Greater Serbia. The extent of the casualties on the Croatian side has provoked sharp criticism within the ruling Croatian Democratic Union (HDZ) over Mr Tudjman's defence strategy.

Last night, the HDZ remained locked in disagreement over new cabinet appointments, especially the sacking of Mr Stipe Djodan, the hard-line defence minister.

The dispute forced the postponement of a session of the Sabor, the Croatian parliament. It was expected to declare a state of war in Croatia, as well as order the mobilisation of reservists in "crisis

Continued on Page 24

Loss of £71m at Midland Bank

By David Lascelles, Banking Editor

MIDLAND BANK, the troubled UK clearing bank, incurred a £71m loss in the first half of this year as the recession added to its difficulties. The bank also reduced its dividend to a token 1.7p.

Sir Peter Walters, the former head of British Petroleum, who took over as Midland chairman in June, described the result as "unacceptable". He added, however, "I believe that we are taking the necessary measures to return to group to normal levels of profitability when economic and market conditions allow".

Midland blamed the loss on the high level of bad debts in the recession-hit UK. Provisions nearly doubled to £580m, many of them to cover loans to small businesses, where the economic downturn has taken its heaviest toll. The vast

majority of Midland's problem accounts have loans of less than £50,000.

Midland produced its result only a day after Sir John Quinlan, the head of Barclays, said banks had "learned a lesson" from their losses on business lending.

Mr Brian Pearce, Midland's new chief executive, described the bad debts as "the brake which continues to hold back the progress that is being achieved." But Midland intended to increase its efforts to nurse customers through the recession where it could.

Like Sir John, Mr Pearce hinted that the cost of borrowing for business would have to be reduced.

Continued on Page 24

Rights issue avoided, Page 10

Barclays attacked, Page 6

Explore the power of Nikkei



Nikkei of Japan is one of the world's leading financial publishing companies. Providing clients with a global financial overview that gives facts and figures, incisive comment and detailed analysis.

Operating in three distinct fields, Publishing, Broadcasting and On-Line Data Information, Nikkei has the power to provide business people with advertising in a powerful medium, subscription to a powerful voice and access to an information database, a powerful tool. In fact the business information that is vital to making informed business decisions.

Nikkei's enormous news gathering resources have been firmly focused on providing Europe with a comprehensive business intelligence information service that quite simply is without equal.

Discover for yourself how the power of Nikkei can give your business the information to make intelligent decisions.

NIKKEI
Discover the power.

Nihon Keizai Shimbun

Europe: Bush House, North West Wing, Aldwych, London WC2B 4PJ Tel: 071-379 4994 Fax: 071-379 0378 Telex: 918553 NIKGE K
Kettelhofweg 22, 6000 Frankfurt am Main 1, Germany Tel: 69-723214 Fax: 69-721209 Telex: 4189144 NIKED D
USA: New York: 1231 Avenue of the Americas, Suite 1802, New York, NY 10020, U.S.A. Telephone: (212) 512-3600 Fax: (212) 512-4550
Los Angeles: 725 South Figueroa Street, Suite 1515, Los Angeles, CA 90017, U.S.A. Telephone: (213) 955-7470 Fax: (213) 955-7479

MARKETS

STERLING New York lunchtime: \$1.6525 London: \$1.6595 (1.674) DM2.94 (2.9425) FF10.0 (9.9975) SF2.5575 (2.57) Y231.75 (230.5) £ index 90.9 (90.8)	DOLLAR New York lunchtime: DM1.7385 FF9.9075 SF1.508 Y136.78 London: DM1.7345 (1.738) FF9.8875 (9.925) SF1.5085 (1.508) Y136.75 (137.65) £ index 86.6 (86.9) Tokyo close: 137.53	STOCK INDICES FT-SE 100: 2,601.7 (+10) FT-100 (7.99) FT-A All-Share: 1,241.97 (+0.4%) New York: DJ Ind. Av. 3,010.08 (-7.81) S&P Comp 388.86 (-0.26) Tokyo: Nikkei 24,027.97 (-44.76)
US LUNCHTIME Rates Fed Funds: 5 1/8 % 3-mo Treasury Bills: 5 1/8 % Long Bond: 9 1/8 % yield: 8.24%	LONDON MONEY 3-month interbank: 10 1/8 % (11 1/8 %) Life long gilt future: Sep 93 4 (92 1/8)	

CONSIDER being...
...the over-
...system, to
...port indu-
...anticipat-
...in traffic.
...Airport
...the air-
...area han-
...element
...quate, th-
...as a who
...Some
...pean Civ-
...aviation
...20 cou-
...Europe, r-
...the impr-
...control i-
...meet an
...traffic fr-
...the cent-
...year 20
...between
...year.
...Althou-
...the Gulf
...caused
...tion over
...now pas-
...growth
...resumed
...improve
...control i-
...October
...flow m-
...cient ba-
...itude o-
...of aircra-
...sively o-
...control
...to be ful-
...1993. Tr-
...ward in
...availab-
...what is
...complex
...regions.
...In ad-
...flow m-
...expand
...overall
...tem - f-
...craft
...three-d-
...with ab-
...invest
...been st-
...running
...of more
...New co-
...links b-
...control
...manage
...and st-
...train
...benefit
...only no
...as man-
...eral ye-
...effect.
...Euro
...central
...traffic
...playing
...and it
...future
...fic in E-
...been se-
...vehicle
...central
...system
...Europe

US bond prices soar after poor job figures

By Michael Prowse in Washington

BOND prices surged on Wall Street yesterday as unexpectedly weak US employment figures prompted speculation that the Federal Reserve, the US central bank, would be forced to ease monetary policy shortly.

The Labour Department said non-farm employment fell 51,000 in July to register its second consecutive monthly decline. Markets had been expecting a gain of about 60,000 and interpreted the weak figures as a sign that the US economic recovery was losing momentum.

In early afternoon trading the benchmark 30-year long bond rose 14 to 98 1/2, pushing the yield down to 8.25 per cent. The unemployment rate fell to 6.3 per cent from 7 per cent in June, but the jobless figures are based on an unreliable household survey which provides a poor guide to short-term economic trends.

Lower unemployment, however, was welcome news for the Bush administration, which is under congressional pressure to sanction a lengthening in the duration of unemployment benefits.

Analysts said a sharp drop in the length of the average work week in July was a worrying aspect of the report. The work week is regarded as a reliable indicator of industrial activity.

World Bank and IMF salaries to rise sharply

By Peter Riddell, US Editor, in Washington

THE ceiling on pay of senior officials at the International Monetary Fund and World Bank will rise sharply following the proposed increase in the pay of their heads.

The executive board of the World Bank voted late on Thursday - despite the opposition of the US and Canada - to raise the pay of its president by 26.5 per cent or \$60,000 to \$235,000 (\$169,643) a year. This will take effect from September 1 when Mr Lewis Preston takes over from Mr Barber Conable.

After a row over the scale of the rise, the board agreed to cut \$5,000 from the increase, so there will not be parity with the \$250,000 a year of Mr Jacques Attali, president of the new European Bank for Reconstruction and Development. The IMF executive board has approved a broadly similar rise for Mr Michel Camdessus, its managing director.

Roughly two-thirds of their pay is in base salary, with the rest in allowances. There could be a sizeable knock-on effect for senior officials of both organisations. The pay ceiling for staff will rise from \$154,000 to \$190,000.

The US has strongly objected to the pay rises, especially at a time when the Treasury is facing considerable problems securing congressional approval for the 50 per cent increase in the IMF resources or quotas.

Bush discusses campaign

By Peter Riddell

President George Bush said yesterday that only a health problem - which he did not have now - would deter him from seeking re-election next year.

He was speaking ahead of a meeting today at his Camp David retreat with 30 political advisers to discuss a strategy for next year's campaign.

Speaking at the White House yesterday, Mr Bush said he had taken no firm decision about re-election, but gave every indication that he would stand again. He said that today's meeting was a preliminary listening session and there were no decisions about organisation or issues. He later suggested that a formal announcement might come early next year.

Krajina's rebels seek to carve out Serb corridor

Judy Dempsey examines expansionist plans of a self-proclaimed autonomous region in Yugoslavia

FOR an official who claims he has no idea what will happen in the near future in Yugoslavia, Mr Lazar Macura is remarkably certain about the future of Serbia, the largest of the country's six republics, and of Bosnia-Herzegovina.

"All Serbs should live in a 'compact' Serbia," said Mr Macura, minister of information in the self-proclaimed Serb-inhabited autonomous region of Krajina, south Croatia, which borders with Bosnia-Herzegovina.

More than 80 per cent of Croatia's 6,000,000 Serbs live in Krajina. Following a referendum last year they voted for autonomy from the republic and later vowed not to live in an independent Croatia. Since then they have stepped up their campaign to join with the republic of Serbia.

Mr Macura believes a territorial corridor stretching from Krajina across Bosnia-Herzegovina to Serbia is the obvious solution to uniting the two Serb communities.

Supported, as he readily boasted, by President Slobodan Milosevic of Serbia, Mr Macura is in the process of holding negotiations with the Serbs and Muslims in Bosnia-Herzegovina.

This republic, which has a population of 4.2m, consists of three ethnic groups: Muslims (42 per cent), Serbs (32 per cent), and Croats (17 per cent). Croatia, which has since dropped the idea and Serbia - particularly over the past two weeks - have been attempting to annex parts of Bosnia-Herzegovina.

"Yes, we are doing a deal with the Muslims," Mr Macura said. He added it was being thrashed out between the Serbs in Krajina, the Serbian Democratic party in Bosnia-Herzegovina - with the backing of Mr Milosevic - and the tiny Organisation of Muslims in Bosnia (MBO).

The deal involves seeking agreement with these three parties to form the territorial corridor across the north of Bosnia-Herzegovina which would link Krajina to Serbia.

We made a treaty on June 27 with the Bosniak Krajina [Serbs living on the border between Bosnia-Herzegovina and Croatia], Mr Macura said. "You can no longer speak about maintaining the territorial integrity of Bosnia-Herzegovina."

In Mr Macura's view it is logical that the Serbs, the largest ethnic group in Yugoslavia, should live under one roof. For those unable to join with the Serb confederates, their ethnic rights should be guaranteed. He is adamant that no Serbian community in Yugoslavia should be categorised as a Serb minority.

Yet when Mr Franjo Tudjman, president of Croatia, this week offered cultural and political autonomy to the Serbs in Croatia, following repeated bombardment by Serb nationalists of Croat villages, the Serbs in Krajina were in no mood to accept the offer.

"We are not yet ready to negotiate," said Mr Macura, whose statements revealed a considerable dislike for the Croats. Besides, he added, he did not trust Mr Tudjman's intentions. Other Serbs from Krajina believe they have no need to negotiate with the Croats, because they are nearing their goal towards creating a "compact Serbia".



Britain urges EC to spell out cuts required in agriculture

By Anthony McDermott

THE European Community must spell out precisely the terms of its Common Agricultural Policy (CAP) and convince its farmers to accept these, Mr Peter Lilley, the UK secretary of state for trade and industry, said yesterday.

A successful conclusion to the trade liberalisation talks under the General Agreement on Tariffs and Trade (GATT) by the end of the year would depend on resolving the deadlock over agriculture.

The GATT talks stalled over the issue of agricultural subsidies in Brussels last December, when the US and other farm exporters rejected an EC offer to cut farm supports by 30 per cent.

Delivering a summer "end of term report" on the Uruguay Round under GATT to the Institute of Directors in London, he remained guardedly optimistic that the Round could be concluded by the end-of-the-year deadline.

However, he stressed that the political will to settle the details of farm subsidies had to be displayed first and indicated that the technical details might be settled after the end of 1991.

Mr Lilley said yesterday: "It is important that the participants in the GATT negotiations recognise that a successful conclusion of the GATT round must precede and not follow reform of the CAP."

He implied that if participants had to wait until the CAP had been reformed, during the long wait, GATT negotiations themselves might suffer because of the EC's "limited capacity for flexibility".

A failure to complete the talks could have devastating effects and a return to the protectionism would help maintain the recession." In addition, any prolonging might result in the talks becoming embroiled in the run-up to the 1992 US presidential elections, a time when protectionism traditionally increased.

On Wednesday, Mrs Carla Hills, the US trade representative, who had previously been pressing for completion of the Uruguay Round by the end of the year, said in Budapest that it could take up to six months to settle the details of the talks.

Mr Lilley took this extension to mean settling details and winding up other GATT issues, such as market access and services.

Doubts over Soviet budget

By John Lloyd in Moscow

THE Soviet government is preparing an emergency budget aimed at reducing the rapidly growing budget deficit.

But ministers are doubtful that the budget, which includes sharp cuts in social benefits, will be passed by the Supreme Soviet when it reconvenes in the autumn.

The central bank estimates the budget deficit totals about Rb27bn at unit level, but with an agreed deficit of Rb36bn in the 15 republics. The deficit is financed by the printing of money, now estimated at 120 per cent a year.

However, Soviet ministers are arguing that the agreement reached between the republics and the central government will facilitate a flow of tax revenue to the centre. These taxes are set at 10 per cent of republic revenues.

But the union agreement, made this week between Mr Boris Yeltsin, the Russian president, Mr Nursultan Nazarbayev, president of Kazakhstan and Mr Valentin Pavlov, the Soviet premier, has apparently not yet been agreed with other republics.

Mr Yeltsin has said he is ready to sign the union treaty on the basis already agreed, and that the treaty will be "open for signing" by all republics from August 20.

Meanwhile, the Russian president, yesterday met Mr Norman Lamont, the British chancellor, who tomorrow ends a four-day trip to the Soviet Union.

He asked Mr Lamont for assistance to the growing private farming sector, for advice and assistance on food distribution and for training of business people who wished to privatise their companies.

Mr Lamont said he was impressed by the commitment of both Mr Mikhail Gorbachev, the Soviet President, and Mr Yeltsin to reform and privatisation. He said, after meeting Soviet entrepreneurs: "I will never allow anyone to say to me that there is not a spirit of enterprise in the Soviet Union."

British market turns sour for Andalucia's sherry exporters

Spanish producers are having to rip out almost a third of their vines after a collapse in sales, writes Peter Bruce

SPAIN'S oldest surviving exporters - the sherry producers of southern Andalucia - are planning to rip out nearly a third of their precious Palomino vines in the next few months in an attempt to save themselves from a collapse in sales to the UK in the last six years.

The 60 often fractious families and bodegas that produce sherry from the vineyards around Jerez, Sanlúcar de Barrameda and Puerto de Santa Maria have become so alarmed by prospects for their industry that, acting in concert for the first time in decades, they have agreed to cut total registered sherry vineyards from 18,000ha to 13,000ha this year.

"Since the beginning of the 80s sherry has been going through the worst crisis in its history," says Mr Javier Hidalgo, managing director of his family's 200-year-old bodega in Sanlúcar. "Now we are going back to the traditional and original sherry vineyards."

The problems for sherry began after a boom in the 60s, when sales had grown at about 8 per cent a year. It was assumed the growth was unstoppable and about 4,000ha of new vines were planted in the "golden triangle" marking out the region.

But when the new vines began producing in the early 80s, the world had changed. Two recessions and growing demand for lighter, healthier drinks in the UK had combined with the arrival of a cheap imitation to scare the sherry houses. The imposition of a discriminatory tax regime by the UK on sherry and an EC ruling that imitators could call their drink British Sherry until at least 1995 ruined the traditional export business.

Ten years ago the Spanish producers sold 65m bottles of British sherry; they struggle to sell 35m. Dutch buyers took 45m bottles last year, though mainly for re-export.

Large stocks of unsellable sherry - overall, worldwide sales have fallen from 200m bottles in 1974 to 170m - the \$1bn-a-year industry swallowed its pride and asked for outside help.

Santa Maria, there is no time to lose. This week he pulled 60ha of vine, 25 per cent of his crop. "The problem is still going to be the reorganisation of the industry," he says.

"This isn't going to be heaven. The trade isn't going to feel the effects of this for 18 months."

Under the Price Waterhouse plan, most of the vines to be pulled will belong to farmers who planted registered vines in the 70s, leaving most old bodega-owned vineyards intact.

Overall, the process will cost about Ptas4bn which both the European Community and the Andalucian government will help subsidise.

They found it in a Ptas45m (£244,900) study by accountants Price Waterhouse late last year, which stated bluntly that the sherry market would not exceed 160m bottles by 1995 and that some 30 per cent of bodega stocks and registered vineyards were surplus.

For Mr Luis Caballero, owner of an old family bodega in Puerto de



A Serbian fighter in Croatia puts his daughter on a truck bound for Serbia

Germany's trade back in surplus

By Andrew Fisher in Frankfurt

GERMANY'S trade balance returned to surplus in June after two months of deficits, but the current account remained in the red as a result of Germany's contributions towards the cost of the Gulf war and weaker foreign trade performance.

The June trade surplus was DM400m (£136m) well down on the DM8.7bn surplus in June last year. While imports have surged in response to demand from east Germany, exports have suffered from recession in important markets such as the US and Britain.

June's surplus followed deficits of DM1.4bn in April and DM900m in May. In the first half of this year, the trade surplus totalled DM55bn against DM65bn in 1990.

As a result of the much lower trade surplus and payments of DM10.4bn for the Gulf war, the current account, which also includes services and other invisibles, recorded a DM20.1bn deficit in the first six months compared with a surplus of DM49.5bn in January-June last year. For June alone, the deficit was DM3.8bn after one of DM4.4bn in May and a DM3bn surplus in June 1990.

Although trade was back in surplus in June, Germany's trend of rising imports and falling exports continued. Imports were 16 per cent higher than in June 1990, with exports 1.7 per cent lower. One of Germany's biggest exporting sectors, mechanical engineering, this week reported a 21 per cent drop in foreign orders in the first six months.

West German workers, already among the highest paid in the world, won pay increases averaging 6.6 per cent in the recent round of labour-management negotiations, a union-run institute reported yesterday, AP reports from Berlin.

Singapore cancels McDonnell order

By Paul Abrahams

MCDONNELL Douglas, the US aircraft manufacturer, was dealt a severe blow yesterday when Singapore Airlines (SIA) cancelled its order for 20 MD11 jets. The MD11 programme is vital to the company's civil aviation division which has been suffering from high costs and low sales in recent years.

SIA simultaneously announced it had signed a \$3.3bn deal with Airbus, the European manufacturer for seven firm orders for A340 long-range jets, seven others subject to reconfirmation, and six options. Deliveries of the jet will start in 1995 and continue through to 1998.

SIA said the intended purchase of the MD11 was dependent upon the aircraft's ability to perform certain long-haul sectors, such as Singapore-Paris, with defined payload capabilities. However, the aircraft, the first of which was due for delivery at SIA in 1994, had so far been unable to meet its long-haul demands. The engines specified by SIA were Pratt & Whitney PW4460s.

McDonnell Douglas said earlier versions of the aircraft, the first of which rolled off the production line last November, were somewhat over-weight. However, current jets were under projected weight. The company said that over the next three years, the aircraft's weight would be further reduced, its aerodynamics improved and the engine performance enhanced. It said it was confident the aircraft would have met Singapore Airlines' requirements by 1994.

The US group added that the contract signed with SIA was for 20 reserved aircraft, and was not a firm order. It admitted it was disappointed by the decision, adding that SIA was within its legal rights.

The MD11, which cost more than \$30m to develop, is McDonnell Douglas's civil aviation flag-ship product. SIA's cancellation follows criticisms by American Airlines, one of the MD11's first customers, about the performance of the jet.

McDonnell Douglas admitted last month that its backlog of firm orders had shrunk from \$36.5bn at the end of last year to \$33.1bn because of a softening of commercial orders world-wide.

EC approves link-up of airline ticket systems

By David Gardner in Brussels

THE European Commission yesterday approved a link-up between the Amadeus and Sabre computer reservation systems (CRS) for airline tickets, saying that reduced competition in the sector would be offset by improved distribution and economies of scale.

Amadeus, owned by Lufthansa, Air France and Iberia, and Sabre, owned by American Airlines, are to pool their distribution and marketing, giving travel agents access to both systems on one screen.

The larger but financially weakened Amadeus has undertaken to open the EC markets where it is strongest to other CRSs, and both concerns have agreed not to discriminate against competitors, for instance by the owning carriers refusing to display their products through other CRSs.

Commission officials say they expect to obtain similar undertakings from rival CRSs like Galileo, owned by BA, Alitalia and Sabena.

Mounting surplus Tokyo

By Robert Thomson

JAPAN'S current account surplus for June jumped to \$1.5bn, the highest since 1980, as exports rose sharply and imports fell. The surplus was up from \$1.1bn in May and \$1.0bn in April.

The Ministry of Finance said the surplus was due to a rise in exports of machinery and transport equipment, and a fall in imports of raw materials and intermediate goods.

The surplus was also helped by a rise in exports of consumer goods, and a fall in imports of consumer goods.

The surplus was also helped by a rise in exports of services, and a fall in imports of services.

Inflation rate halved in Ghana

By William Keeling

GHANA'S rate of inflation has halved since the start of 1991, as the government's economic reforms took effect. The annual inflation rate fell from 100 per cent in January to 50 per cent in July.

The government said the fall in inflation was due to a combination of factors, including a fall in government spending, a rise in exports, and a fall in imports.

The government also said that the fall in inflation was due to a combination of factors, including a fall in government spending, a rise in exports, and a fall in imports.

South Korea bids for high-speed railway

By John Harding in Seoul

SOUTH KOREA will shortly be invited to bid for a high-speed railway project in Japan. The project is a 100km line between Tokyo and Osaka, and is expected to be completed by 1995.

The Japanese government said it was looking for a consortium to build and operate the line. The consortium would be responsible for the design, construction, and operation of the line.

The project is expected to be a major boost for the Japanese economy, and is expected to create thousands of jobs.

Financial Times (Europe) Ltd

Published by The Financial Times (Europe) Ltd, 1, Abchurch Lane, London EC4N 3DF. Registered office: Number One, Southview, Boreham, Essex S12 9HL. Company incorporated in the United Kingdom. Main shareholders: D.E.P. Finance Ltd, The Financial Times Ltd, E. Hugo, Frankfurt/Main, and members of the Board of Directors: R.A.P. McCreery, G.T. Dunn, J.C. Miller, D.E.P. Finance Ltd, Frankfurt/Main, Societate-Druckerei-Grafische, Frankfurt/Main, Regensburg, editor: Richard Lambert, Financial Times, Number One Southview, Boreham, Essex S12 9HL. The Financial Times Ltd, 1991.

Registered office: Number One, Southview, Boreham, Essex S12 9HL. Company incorporated in the United Kingdom. Main shareholders: D.E.P. Finance Ltd, The Financial Times Ltd, E. Hugo, Frankfurt/Main, and members of the Board of Directors: R.A.P. McCreery, G.T. Dunn, J.C. Miller, D.E.P. Finance Ltd, Frankfurt/Main, Societate-Druckerei-Grafische, Frankfurt/Main, Regensburg, editor: Richard Lambert, Financial Times, Number One Southview, Boreham, Essex S12 9HL. The Financial Times Ltd, 1991.

Financial Times (Scandinavia) Vindstiftet 42A, DK-1161 Copenhagen K, Denmark. Telephone (45) 11 44 41. Fax (45) 33 55 53.

THE BCCI SHUTDOWN

ABU DHABI STRESSED CONDITIONS FOR RESCUE SUPPORT

Bank was warned last year over criminal activity

By Alan Friedman in Washington and Stephen Fidler in London

DOCUMENTS obtained by the Financial Times show that the Abu Dhabi government warned directors of the Bank of Credit and Commerce International last year that its support for a last-ditch rescue attempt of the bank would be jeopardised if evidence was found of criminal activity at the bank.

BCCI directors were advised at a meeting on Christmas Eve that the government might terminate agreements to save the bank if any criminal or illegal activity was involved, which as a result of the transfer of problem loans from the bank might reasonably be expected to result in

the international reputation of the Abu Dhabi government or any inter-governmental relationship of the Abu Dhabi government being materially damaged or harmed.

However, the previous April BCCI's auditors had warned the emirate's representatives on the board that "certain accounting transactions... have been either false or deceitful." Last, in seven months after the Christmas meetings, Mr Robin Leigh-Pemberton, governor of the Bank of England described the culture of BCCI as "criminal".

Abu Dhabi's 77 per cent sharehold-

ing in BCCI gave it a controlling stake in the bank. The rescue attempt was never implemented.

The documents - which include an executive summary for directors and minutes of meetings of BCCI companies held on December 24 in the Hotel Georges Cinq, Paris - make it clear the government of Abu Dhabi's support for the rescue was conditional, dependent on investigation of certain unspecified issues at the bank.

The documents detail, as previously reported, that potential losses of \$1.5bn would have to be covered, but also show the Abu Dhabi govern-

ment would have to have made a significantly larger financial commitment than that to save the bank.

BCCI is described using the code word "Sandstorm" and other related companies by gardening terms.

Under the reorganisation, two companies would be created in the Cayman Islands to hold BCCI's problem loans and attempt to recover them. One, described only as Company A, would be owned by the Abu Dhabi government and the other, Company B, by BCCI.

Company A would take over \$1.5bn in problem loans made by two BCCI companies and the govern-

ment would issue to BCCI companies, identified as Lawnmower and Spade, promissory notes equivalent to their book value. The company would also take over a portfolio of other debts "believed to be recoverable at their book value" - \$900m.

Company B was to take over another portfolio of problem loans at their book value - \$1.95bn, less a provision of \$350m. For this the government would provide an interest-free guarantee for \$750m, and a further \$650m which would bear interest at 1 per cent over the London interbank offered rates.

The agreements relating to trans-

POLITICAL REACTION

Labour call on auditors' duties

By Ralph Atkins

LABOUR last night said that the Financial Times disclosure of the contents of the Price Waterhouse reports on BCCI highlighted the need for government action to remove "grey areas" in the role of auditors.

Mr Nicholas Brown, a Labour Treasury spokesman, said auditors should be given a clear "whistle-blowing" responsibility when they uncovered irregularities in company accounts. Auditors had a duty both to their profession and to the company to which they were working.

Mr Paul Boateng, another Labour Treasury spokesman, told Channel Four News last night that legislation was needed so that auditors had a duty "not simply to protect the shareholders, but also to uphold the public interest in terms of providing information to the Bank of England as the regulatory and supervisory body".

He asked how it was possible for auditors to be so concerned in April of last year about BCCI "without the governor of the Bank of England being informed. It is a matter of the gravest concern."

Mr Faddy Ashdown, Liberal Democrat leader, said the Price Waterhouse reports "uncover another layer of inadequate action and confusion. It is now vital that the inquiry is held in public if public confidence is to be restored in the banking system and its regulation."

Mr Ashdown wrote to the prime minister yesterday urging him to "soothe the bitterness and anger" among Britain's Asian community over BCCI. He said the decision that the inquiry, under Lord Justice Bingham, should help in private would heighten tension.

His letter to Mr Major said: "There is great concern within the Asian community that this issue is not being treated with the urgency and openness it deserves, partly because it mainly involves Asian people. While I am sure the government is trying to act unambiguously, you should be aware of these fears, however unfounded."

Mr Nicholas Budgen, Tory MP for Wolverhampton south-west and a member of the Commons' Treasury Committee, defended the decision to hold the inquiry in private. He said that a public inquiry could prejudice later criminal proceedings.

BUILDING SOCIETIES

Rules governing funding relaxed

By Tracy Corrigan

THE Building Societies Commission has relaxed the rules which govern building societies' funding, in an effort to alleviate any cash flow problems in the wake of BCCI's closure.

Some second-tier financial institutions, such as the time building societies, have suffered deposit withdrawals by UK local authorities, which face losses of around £70m in deposits held with BCCI.

Spurred by credit concerns, councils have been moving funds into large banks and building societies. Last week, National Home Loans, a specialist mortgage lender which relied heavily on local authority funding, was forced to seek a £200m lifeline from UK banks.

Under the new rules, which have been approved by the Treasury, building societies with less than £1bn in assets will now be able to raise funds by issuing both floating-rate notes and certificates of deposit.

Previously, only 25 of the 94 building societies regulated by the Building Societies Commission were allowed to use these markets.

In addition, building societies will be allowed to hold deposits with one another, although there will be a limit on the amount of funds any one society holds with another.

Previously, small building societies mainly relied on deposits in the wholesale market.

The change of rules will assist any building society in the event that liquidity is under strain, said a commission official. He declined to comment on whether any building societies had reported a run on deposits, following the BCCI closure. A Treasury spokesman described the move as "prudent".

JUNE 1991 REPORT

PW tells of 'wholesale deception to misrepresent and falsify'

By Richard Waters

IT WAS ON 4 March 1991 that Mr R. Barnes, head of the Bank of England's banking supervision division, wrote to Mr C. Cowan, a partner of Price Waterhouse, instructing the accountants to carry out the intensive investigation into the Bank of Credit and Commerce International that was to lead eventually to its closure. Yet the grounds that Mr Barnes stated in his letter for the investigation were those which had been known to the Bank since as long ago as the previous April.

Following the auditors' work in connection with BCCI's 1990 year-end accounts, Mr Barnes said: "It appears to the Bank that significant accounting transactions undertaken by the company, or other companies within the same group, may have been either false or deceitful, or that their underlying purpose may have been disguised or otherwise mis-stated."

The words "false and deceitful" had already been used by Price Waterhouse in a report delivered to BCCI's directors and the Bank on April 18 1990. That transactions had been "disguised or mis-stated" had been reported by the auditors on October 3 1990. The difference, however, was that Price Waterhouse had been signed off in January about \$600m (\$344m) of unrecorded deposits at the bank - a revelation that raised the spectre of a previously unsuspected massive fraud at the bank.

Mr Barnes instructed Price Waterhouse to investigate the business of any body corporate which is, or has at any relevant time been, broadly, a company within the same group. That brought in ICIC, the Cayman Islands group controlled by BCCI and referred to throughout Price Waterhouse's subsequent report only as "Fork". The auditors labelled BCCI itself as "Sandstorm".

Mr Barnes added that the Bank would pay Price Waterhouse's fees and costs for the investigation, and "indemnify you against any cost, liabilities and expenses arising out of your appointment or your investigation and report".

On the same day the Bank wrote to Mr Basheer Chowdhry, BCCI's UK general manager, alerting him to the investigation and the broad powers given to PW under section 41 of the Banking Act: BCCI's directors, controllers, managers, employees, agents, bankers, auditors and solicitors would have to produce whatever documents were requested of them, and would have to respond to questions from the accountants.

PW's draft report, when it landed on Mr Barnes's desk on June 22, was a restatement to the Bank and had not been shown to BCCI or its shareholders. PW said in a covering letter that some information in the report may be incomplete or inaccurate, although detailed findings are inevitably based on incomplete information, and certain details have not been corroborated. We believe that the enclosed report provides a fair reflection of what has occurred, although detailed analyses of specific transactions given in this report should be treated with care."

It added: "It should be emphasised that much of the information contained in this report is based on records which have previously been concealed from us, as auditors, and only came to light as a result of our insistence on the files of [Mr Swaleh Naqvi, BCCI's former chief executive] being sealed, such records having been in his personal possession."

PW said it had been alerted to unrecorded deposits of \$800m. It went on to outline the substance of the fraud it had uncovered: "The accounting records and financial position of the group have been falsified for a substantial number of years. In fact these transactions represent only a part of a wholesale deception to misrepresent and falsify the financial position of Sandstorm over the last decade through a series of complicated manipulations. These included the use

of a related bank (Fork Overseas), which now appears to have been controlled by Sandstorm management; nominee and 'hold harmless' arrangements under which an indemnity protected them from loss of a substantial number of prominent Middle Eastern individuals; the fraudulent use of funds placed under management...; the formation of a significant number of companies and operation of bank accounts outside the Sandstorm Group used to disguise the nature of transactions and route funds; the creation of a further 70 or so companies to assist in the financing of [the Gulf Group]; agreements and unrecorded borrowings through third party banks... and investment institutions...; and a significant

into account, PW said. Even when this came to the attention of senior BCCI management in 1986, full disclosure was not made: to avoid having to report losses, BCCI continued to manipulate accounts "in an enormous and complex web of fictitious transactions in what is probably one of the most complex deceptions in banking history."

PW went on to outline a series of routes through which losses from fraudulent operations and non-performing loans had been concealed, and significant profits "manufactured". This included the use of money placed under management with ICIC in the Caymans; routing funds through a number of banks; and "a substantial number of companies" set up by management; the pur-

chase of BCCI's own shares by nominees, and the use of buy-back arrangements; the use of non-recourse loans and 'hold harmless' agreements with a number of major customers, including "many prominent people from the Middle East"; and the "collusion of major customers in supplying false confirmations to the external auditors."

In recent years, PW said, "these activities have continued on a significant scale in an attempt to disguise losses of several billions of dollars". PW said that, even after its investigations, it was impossible to recreate BCCI's financial history, but it added: "It would appear that the bank has generated fictitious losses over the last decade and may never have been profitable in its entire history."

Having outlined the history of BCCI, PW went on to detail financial support arrangements agreed with Abu Dhabi and ICIC. The May 1991 report said that \$3,061m of troubled loans being taken off BCCI's balance sheet and being refinanced by Abu Dhabi. However, PW reported that the shareholders had the right to place the shares back with BCCI if it transferred the loans to other banks, which might be expected to damage the international reputation of the Abu Dhabi government.

It added: "The Abu Dhabi government has confirmed that it is not its intention to reassign the loan assets in question on the basis of the circumstances known to it at present."

Of the problem loans, \$1,450m were secured on the shares of "WXYZ" - that is, CCAH, the holding company for BCCI's US banking investments. "Recoverability depends on value of 58 per cent of shares in WXYZ which, given the current likelihood of a distress sale and legal difficulties, is likely to be heavily discounted."

While the names of those implicated in the fraud have been struck out of the PW report, 11 people, referred to only as former or present general managers, or account officers, are said by the auditors to have been involved in varying degrees in helping Mr Naqvi and Mr Abedi to perpetrate or cover up the fraud.

"It is apparent that the senior management of Sandstorm have abused their responsibilities to depositors, shareholders, investors, regulators and to the bank itself. The strategic decisions to manipulate accounts, and in particular how to make use of the Fork relationship, the funds placed

with Fork and the value within the shares of WXYZ are clearly those of [Mr Abedi] and [Mr Naqvi]."

Mr Abedi "surrounded himself with a core team who were largely responsible for the creation and falsification of documentation and fraudulent account entries and funds flows," PW added. "Many simply followed instructions they should have questioned. Failure to do so appears to have been a blind loyalty... brought about by the cultural background where it was unthinkable to question" top management.

"It is also noteworthy that most of the senior management have been provided with significant loans from the bank which on the basis of previous experience are not necessarily repayable on leaving employment."

The non-executive directors of the group also came in for criticism. "In the light of the scale and complexity of the deception it is difficult not to conclude that the board failed to discharge its responsibilities properly. Nevertheless, there is no indication, with the possible exception of..., that the present board of directors was aware of the major irregularities within the bank and it is clear that it has been consistently provided with misleading and inaccurate financial and other information. Overall, the board appear to have been taken in by and trusted, dominant and deceitful management in the form of Mr Naqvi and Mr Abedi."

The role of BCCI's majority shareholder, the government of Abu Dhabi, is also questioned. Mr Abedi and Mr Naqvi had acted as the ruler's personal investment advisers and had had his power of attorney, PW's report, though blanked out at the relevant section, can be reconstructed. It says it had been "informed" that representatives of Abu Dhabi "were briefed fully on all the problems in April 1990, notwithstanding the fact that they had been told that they had been involved in discussions with ourselves and the regulators without disclosing this information."

Until October 1990, representatives of Abu Dhabi also held out to the auditors that they would collect loans which later turned out to be "totally fictitious".

PW also points to an unnamed senior Abu Dhabi official who himself had accounts with ICIC, "which in May 1991, they received funds in 1986 and earlier from transactions purporting to be dealing in Sandstorm shares where it was not apparent that he had no risk of loss". The existence of this apparent indemnity to hold against BCCI is similar to other indemnities given to some major customers - implicates the official in the illicit inflation of BCCI's share base.

The official had confirmed his involvement to the auditors, but had not been included in the list of names of those who had been involved in the fraud. He is also said to have confirmed the existence of a fictitious loan, although it is not clear whose name the loan was in. However, he could not account for the loan, and was instead against client loans, bogus loans or other unworthily sources of funding, including clients' deposits, loans drawn down in the name of Mr A.R. Khalil and other prominent customers, unrecorded deposits and so on.

In late 1985, the Luxembourg monetary authorities asked for an audit of central treasury activities. "We discovered that significant losses were being incurred on option and futures trading but were not being recorded." Significant losses were incurred in closing out the positions.

At the time, Price Waterhouse decided that the accounting methods used were due to incompetence. "However," says the report, "with the benefit of hindsight it appears more sinister in that it now seems to have been a deliberate way to fictitiously inflate income."

The report suggests losses in previous years had also been concealed, but does not suggest how great they were.

The treasury operation used a number of methods to fund and conceal what had been going on. These included:

- Misappropriation of deposits without depositors' knowledge.

Waiting game: depositors outside the closed doors of a BCCI branch in Dubai

Normal treasury activities were separated off from "Number two account activities" which were carried out in the name of particular clients, and thus escaped external audit. "In doing so he exposed Sandstorm to significant risks and lost considerable sums of money."

The manager boosted the profits reported by the normal trading activities through false reporting using funds from the hidden losses and inflated profits he had created. The inflation of profits was at its greatest in the early 1980s. For the whole period from 1977 to 1985, the total amount of these losses and fictitious profits was put at \$633m - but, says PW, "this is before adjustments for losses of \$225m booked in the 1985 accounts as a result of our treasury review."

The details are incomplete, says the report, "but it is clear that there was a major misappropriation of funds and falsification of accounting records in the early 1980s".

The treasury manager took documents with him when he left and in 1988 he used this information to blackmail BCCI, saying he would reveal the details of the fraud unless he was paid \$25m to keep him quiet.

In total, \$1.3bn passed through the operation, most of it coming from unrecorded deposits, ICIC-managed funds, loans secured on CCAH (the holding company for BCCI's secret US subsidiaries) funds from BCC Emirates, and other loans. Of this, \$464m went in losses or fictitious profits, and another \$488m was loaned.

The unrecorded deposits came from money placed with BCCI and its affiliates, which was routed into treasury accounts without being recorded as deposits by BCCI. "Treasury appear to have used these deposits as free funds," says the report. It operated the pool of deposits as a classic Ponzi scheme, meeting requests for repayment or interest from clients by taking other funds from within the pool.

The pool of unrecorded deposits peaked at around \$600m in 1984. The largest single source of unrecorded deposits came from Tumbleweed, which is not identified in the report but is believed to be a Gulf-based Islamic bank. The Tumbleweed deposits, which came to \$246m, have not been repaid, nor have those of one other unidentified depositor. "The other deposits have since been reinstated and repaid."

In June 1985, \$125m of loans supposedly secured on the shares of CCAH were drawn down to refinance the accumu-



Waiting game: depositors outside the closed doors of a BCCI branch in Dubai

The banks must like small businesses.

They're doing everything they can to keep them that way.

You're running a small business and you decide to pop into your bank.

Good morning. Would you like to cash a cheque? That will be 60p.

Oh, you want to put some in? That will be another 60p.

Oh, and while you're in, the bank has been monitoring your account on a quarterly basis, just for their peace of mind, and guess what? They will be charging you an 'administration' fee for that.

Doesn't all this sound just a little unfair?

Of course it does.

Unfortunately, however, it's far from unusual. Because some banks seem to think that it is perfectly acceptable to make charges even though your account is comfortably in credit.

And even when they deign to give you interest on funds deposited in business accounts, it's often at low rates.

It's enough to make any shrewd business person want to look for another bank. But sadly, there isn't a whole lot of choice.

The big banks, it seems, like to keep their policies similar, and your options limited.

So does all this mean you have to like it or lump it? Hardly.

You can now say goodbye to your bank's deposit facilities and instead open AssetReserve, Nationwide's new business investment account.

Naturally, we can't change every single aspect of your banking relationship. And we don't claim we can. But, there's no good reason

NATIONWIDE ASSETRESERVE INTEREST RATES

BALANCE £s	GROSS PA	NET PA
£100,000 AND OVER	10.70%	8.03%
£25,000 - £99,999	10.50%	7.88%
£10,000 - £24,999	9.90%	7.43%
£5,000 - £9,999	9.50%	7.13%
£2,000 - £4,999	8.00%	6.00%

why you shouldn't be earning top interest rates on your company's deposits.

And do the banks pay top interest rates?

What do you think? As you can see from the table, our instant access rates are higher than those you'll receive with most of the banks' business deposit accounts, even those that require you to give them notice of withdrawal.

The fact is, by moving your money to AssetReserve, it will almost always earn more than in a similar account at a bank.

And considering the amounts that sit in these accounts during the year, that could mean a lot of extra cash for your business.

What's more, even if your money is in there for a short while, we'll still give you a top rate of interest. (Which should earn you at least enough to pay your bank charges).

In addition to the outright joy of taking business away from your bank, AssetReserve also gives you other benefits.

No charges for normal transactions. No notice required to move funds. No penalty for

withdrawals. And no complex withdrawal arrangements such as moving monies from one account to another before you can get at it.

Also with just a £2000 minimum investment, you'll get quarterly interest payments and a facility for the electronic movement of your funds. (This service does attract a small charge. But at least we tell you upfront.)

And you'll be able to make cheque withdrawals of £250 or more at your Nationwide branch, using your passbook which acts as an instant record of your transaction.

(For those of you who've grown used to dealing with banks, these last few points are known as 'customer benefits').

All you have to do to start getting your own back on your bank is call Nationwide's free telephone number 0800 335599 or return the coupon below for more information.

Then who knows, with the right investment account, your company might just find it as easy to make money as the banks do.

Send to Nationwide, Freepost, PO Box 1027, Sudbury, Suffolk, CO10 6GX.

Name _____ Position _____

Company _____ No of employees _____

Nature of business _____

Address _____

Postcode _____ Tel No _____

AUFT

 **Nationwide**
The Nation's Building Society

UK NEWS

Rubin
associate
may face
action

A NORTH London businessman is considering taking legal action in the English courts against Mr. E. E. Rubin, a close business associate of Mr. David Rubin, the man whose trading firm is believed to owe £60m to investors, Andrew Jack writes.

The businessman, who spoke on condition of anonymity, has already filed a suit in Kings, Zaire, against Mr. Armand Elhany, the brother of Mr. E. E. Rubin.

He is seeking \$470,000 (£280,000) in compensation for electrical and electronic goods which were never paid for. The cheque, signed by Mr. Armand Elhany, bounced.

However, the businessman said it was Mr. E. E. Rubin, with whom he had previously done business, who made an oral contract for the unpaid goods in his office in London. He said he would pursue legal action if the brothers have assets in the UK.

Opening for
telecom networks

UK-BASED companies will be allowed to connect private telephone networks with other privately owned systems, the government announced yesterday. As part of its package to liberalise the UK telecommunications market, the government said companies would also be permitted to operate two-way satellite services provided the terminals were not linked to a public network.

Space taken in
Canary Wharf

KPMG Peat Marwick, the UK accountancy firm, is moving part of its business to Canary Wharf in London's Docklands. The agreement to take £1,000 sq ft of space in the Canary Wharf tower, the UK's tallest building, is the first firm letting that Olympia & York, the Canadian developers, have made this year.

A further 66,000 sq ft have been taken by existing tenants Texaco, State Street, Ogilvy & Mather and Manufacturers Hanover.

Strike ends
at De La Rue

MANUAL workers at the Portsmouth factories of De La Rue, the security printer and payment machine maker, yesterday returned to work after a two-week strike over hours.

The return followed a refusal by the company to meet demands for a 35-hour week and a threat that the 150 workers would be dismissed.

Nuclear plant fire

A FIRE at the Hinkley Point nuclear power complex in Bridgwater, Somerset, caused the shutdown of an "A" station reactor yesterday. It was caused by a fire in the turbine hall roof.

Mr. Brian Gortall, for Nuclear Electric, said: "There was no risk whatsoever of a radioactive release. No one was injured."

Lloyd's review

The Council of Lloyd's, the insurance market's ruling body, yesterday announced a review panel into the commercial circumstances of underwriting losses made by Syndicate 104, which is managed by Cuthbert Heath Underwriting.

Car parts move

MITSUBISHI Motors Corporation announced yesterday it is to set up a sales subsidiary in the UK by the end of this year to sell metal car parts to Japanese and British manufacturers.

CSO figures suggest recovery may be late

By Rachel Johnson, Economics Staff

ECONOMIC recovery could still be as much as a year away in spite of government assurances that it is "just round the corner", according to the Central Statistical Office's cyclical indicators of the economy.

Yesterday's data clash with bullish statements from Mr. Norman Lamont, the chancellor, and corroborate the gloomier economic outlook provided by Tuesday's quarterly industrial trends survey from the Confederation of British Industry.

First estimates for the longer leading index, which forebodes turning points in economic activity around 12 months in advance, show it dipped by 0.3 per cent between April and July.

The index reached a trough in the spring of last year, adding to hopes that the lowest point in the recession came between April and May this year. Then it started to rise, reflecting cuts in interest rates, improved business optimism and rising share prices.

However, the longer leading index has now dipped downwards, leading economists to suggest that the recovery is still some way off and that when it comes, it will be hesitant at best.

Mr. Simon Briscoe, economist at Greenwell Montagu, the investment house, said the indicators "added to evidence that the pick-up will be slow and muted when it actually happens", pointing out that the CBI's and the chancellor's interpretations of the

economic situation were at odds with each other.

The Treasury stuck by its forecasts yesterday. It challenged the record of the CSO data, saying that the indicators had shown "considerable variation" on highlighting turning points in the past.

Behaviour of the longer leading index was consistent with the Budget forecasts for economic activity for 1991, it said.

The shorter leading indicator,

which pinpoints turning points six months in advance, is still declining, suggesting no recovery until the fourth quarter at earliest.

The Treasury said the index had only a "limited ability to foreshadow the progress of the expected consumer-led recovery". The coincident index, moving in line with the business cycle, continued to fall.

● Britain's gold and currency reserves rose an underlying \$35m in July, the Treasury said.

Trico to
close plant
in London

By Antony Moreton, Welsh Correspondent

TRICO, a world leader in the manufacture of windscreen wipers, is to close its site in Brentford, west London, next year with the loss of about 800 jobs.

It will move to Pontypool in south Wales where 540 jobs will be created.

The £15m move was welcomed yesterday by Mr. David Hunt, Welsh secretary. He visited the parent company, Trico Products Corporation, at its US headquarters last June to complete the deal.

Trico has refused to comment except through a statement from Mr. Murray Thomas, managing director, which said: "It has not been possible to relocate locally. This decision has not been taken lightly."

The company claims to have invented windscreen wipers. It is said that J.B. Cabot, founder of Trico, ran down a cyclist while driving in heavy rain in the US in 1916, and that he invented the moving windscreen wiper after that incident.

The decision to move may have been prompted in part by the difficulty of expanding in the London area. British Airways, a near neighbour, faced the same difficulty a year ago when it decided to leave the maintenance base for its fleet of Boeing 747 jumbo jets from Heathrow airport to Cardiff airport.

Trico will retain about 80 people in a sales and technical centre in London, and some of the present staff there will be offered jobs in Pontypool.



On the road: yesterday's picture of the west London plant which Trico intends to close

Businesses see
end to worsening
of the recession

By Paul Cheeswright, Midlands Correspondent

THE recession in the east Midlands, which felt the severity of the economic downturn later than most regions, has stopped worsening, business leaders have concluded.

"We are perhaps seeing the first glimmer of light at the end of the tunnel," Mr. Bob Little, chairman of the East Midlands Confederation of British Industry, said yesterday after a meeting of the organisation's regional council.

He added, however, that "we are still bumping along the bottom".

The reason for Mr. Little's relative optimism is that an unspecified number of companies has reported an increase in both domestic and foreign orders. "Businesses with markets in Europe are also seeing the benefits of more competitive exchange rates, which is leading to an increase in exports," Mr. Little said.

His comments reflect the cautious optimism across the east and west Midlands, the manufacturing centre of the UK, about the movement of the recession.

Mr. Little's progress report

mirrors the experience of manufacturing companies responding to the June survey of the West Midlands Chambers of Commerce.

It is, however, more cheerful than the experience of the west Midlands CBI which, last month, was fearful of diminishing export prospects. It also goes against the reading of the economic situation by the Nottinghamshire Chamber of Commerce, which has been reporting an increase in the proportion of companies faced with reductions in home and foreign deliveries and orders.

All the surveys, for both the east and west Midlands, however, have been indicating a drop in investment and fear is widespread that this will delay recovery, damage competitiveness and limit the prospect of exploiting a general economic upturn.

"Necessary investment will not flow through until confidence is restored and, at present, it is very difficult to forecast when this will be," Mr. Little warned.

Barclays attacked on
small company loans

By Philip Coggan, Personal Finance Editor

A SMALL-BUSINESS pressure group has attacked this week's statement by Sir John Gielson, chairman of Barclays Bank, that his bank will be taking a tougher attitude towards lending to the sector.

Mr. Stan Mendham, head of the Forum of Private Business, said yesterday that "Sir John is distancing himself from small businesses when they need their bank's support."

"This creates fear, fuels recession and flies in the face of economic recovery," he said.

He added: "When Barclays chased small business accounts so indiscriminately in the boom of the 80s it was inevitable that there would be a high failure rate. Now that the boom is over, it is

wrong for Sir John to use his existing customers as the scapegoat for his own imprudent strategies. He may end up stifling the very businesses that can take us out of recession."

The forum, which has more than 18,000 members, monitors the behaviour of banks towards small businesses.

A breakdown of its second-quarter survey of members shows that of the big four lenders, the one which most frequently increased interest rates and bank charges and refused requests for increased overdrafts was National Westminster Bank.

Members found that Lloyds Bank was more likely to reduce their overdraft limit or remove the overdraft facility.

Personal bankruptcy total nearly doubles

By Philip Coggan, Personal Finance Editor

THE NUMBER of personal bankruptcies has almost doubled over the past year, according to figures produced by KPMG Peat Marwick, the accountancy firm.

A total of 10,216 bankruptcy orders was made in court against individuals in the first half of 1991, compared with 5,318 in the first six months last year.

Mr. Tim Hayward, head of corporate recovery at KPMG, said: "The figures represent two groups of people in difficulty."

In one group are the individuals who have perhaps been subject to the pressures of high interest rates on mortgages.

In the second are the sole traders - shopkeepers or one-man entrepreneurial businesses - who have been hit more harshly than larger businesses by the pressures of high interest rates, uniform business rates and the drop in consumer spending.

The bankruptcy figures reinforce the message of personal

hardship in recession shown earlier this week by the 53 per cent jump in house repossession over the past year.

The biggest percentage increase in personal bankruptcies was 129 per cent in the south-west, where the total was 1,354 compared with 591 in the first half last year.

London and the south-east with 4,733 bankruptcies had the highest total, a 97 per cent increase over the 2,424 in the first half of 1990. Other regional figures were south

Wales 506 (230); midlands 1,237 (716); north-west 1,210 (750); north-east 1,128 (607).

Mr. Hayward advised those in difficulty against hoping the problem would recede. "Offer creditors regular repayments of sums you can manage," he said.

"They would rather have the certainty of regular money, even if small. Banks and credit companies are far more likely to be sympathetic if you are open about your problems and positive in suggesting short-term solutions."

Camra condemns pubs
on price-list displays

ONE in seven pubs is breaking the law by displaying a price list, the Campaign for Real Ale said yesterday.

Camra also claimed that one in five of the pubs which do have lists frustrated their customers with prices in small print or by putting the list where it could not be seen from the bar.

When it came to information about opening times the group's survey showed that the position was even worse with more than 60 per cent of bars displaying no details about drinking hours.

Camra members visited 769 pubs for the survey and found

14 per cent had no price list at all and a further 19 per cent had lists which were not clearly visible.

Mr. Stephen Cox, Camra's campaigns manager, said: "If two thirds of pubs can abide by the law, why can't the rest?"

He added: "Three years after flexible licensing hours were introduced, publicans are out to confuse visitors to their pubs."

"We found that 7 per cent of pubs display opening times only inside the pub - useless if you are outside waiting for it to open - and 27 per cent display times outside only, which means nipping out to find when the pub closes."

Sainsbury heads top earners

By Diane Summers, Labour Staff

THE TOP league of six company directors who earned £5m or more in pay and dividends last year, according to Mr. David Sainsbury, deputy chairman of J. Sainsbury, Britain's largest food retailer, according to a survey published yesterday.

With earnings of £24.6m, Mr. Sainsbury's income was 50 per cent higher than that of his nearest rival in the league, Mr. "Tiny" Rowland, chief executive of the Loughborough conglomerate, who had earnings of £16.3m.

Mr. Sainsbury's income came from dividends on a shareholding of 338.4m shares; Mr. Rowland's earnings included a £1.5m salary in addition to dividends.

The survey figures - which show that a further 37 directors earned £1m or more, and 50 earned between £50,000 and £1m - have been collected by the Labour Research Department, a union-financed research organisation.

The group said yesterday that press attention had recently focused on large percentage pay rises for top executives in the newly privatised water and electricity companies. "But their increases cannot rival that of Jack Dellal, whose pay as head of the private general trader and merchant Allied Commercial rose by 3,545 per cent to over £6.2m last year," said LRD.

Mr. Paul Sykes, who owns a

property company in the York-shire area, two years ago took a 60,000 per cent pay rise but "settled this time for a modest 5 per cent rise" said LRD.

LRD's full list of those receiving over £5m when pay and dividends are combined includes: Mr. David Sainsbury, J. Sainsbury (£24.6m); Mr. Tiny Rowland, Loughborough (£16.3m); Mr. William Brown, Walsingham Brothers (£12.4m); Mr. Paul Sykes, Paul Sykes Group (£6.9m); Sir John Templeton, Templeton, Galbraith and Hansberger (£6.5m); and Mr. Jack Dellal, Allied Commercial Holdings (£6.2m).

Teenager detained
for mortgage fraud

A TEENAGER who convinced the Leeds Permanent Building Society that he was a £214,000-a-year City stockbroker and persuaded it to give him a £465,000 mortgage, was yesterday sentenced to four years in a young offenders' institution.

Mr. Mark Acklom, 16 at the time of a series of theft and deception offences, was described as "utterly selfish and completely ruthless" by Judge Brian Fryer QC.

The youngster spent £11,000 after stealing his father's credit card, swindled a former teacher out of £13,000 and ran up a £24,000 bill with a private charter jet company.

His counsel, Mr. Charles Conway, said he was a "disturbed" teenager out of touch with reality.

But the judge told Mr. Acklom at Inner London Crown Court: "I do not accept, for one moment, the suggestion that you were a sort of Walter Mitty character, believing in a fantasy world."

The lies he told were tailored to the people and the situation, the judge said. It was "very much in touch with reality".

Mr. Acklom, who last month admitted charges of theft and deception, convinced the Leeds Permanent Building Society he

was a 25-year-old stockbroker on £214,000 a year. The building society gave him the mortgage for a £215,000 home in Dulwich, south London.

Mr. Acklom was given a series of concurrent sentences including four years for swindling the teacher, three for obtaining the mortgage and two for deceiving the air company.

The judge said a custodial sentence was needed to protect the public from further harm. The sentence was to "reflect what I regard as the overall wickedness of your crimes".

He told Mr. Acklom: "It may be you were what has been called disturbed, whatever that actually means, and I think it can cover a multitude of sins in all senses of the word."

"It may be that you have a low estimation of yourself, and your offending derives from a desire to show off to other people and boost your own ego. That is true of very, very many criminals."

Mr. Acklom did not suffer from any mental illness, the judge said.

Mr. Conway said earlier if the offences had been committed by a rational person, he would have known that he could not have ever got away with any of it.

Deemster prompts a clean-up of Manx market

Sue Stuart reports on plans for legislation to tighten control over Isle of Man non-resident companies

THE first report of the committee examining the formation and administration of companies and trusts in the Isle of Man will be presented to the Manx government before the end of the year.

Moves to regulate this large, and sometimes shady, part of the Manx finance sector were prompted by a strongly-worded report from deemster John Corrin, the island's top judge, in which he voiced concern about the island authorities' ability to control non-resident companies and questioned whether they should be allowed to exist at all.

The deemster said there was "widespread abuse" of Manx company law by clients of institutions in the island's finance sector. He was "very concerned about the integrity and competence of those who earn their living by holding themselves out to form and administer companies".

His report recommended legislation to regulate and control those forming and administering companies, to make those using Manx companies accountable to the island's authorities

and to establish a Companies Supervision Commission. He also called for changes in the criminal law to speed up investigations, which have been included in a draft criminal justice bill for the island.

The deemster's recommendations reflect concern among members of the Manx government and reputable practitioners in the finance sector about abuse of the system, and discussions are now under way between the government and the industry.

The concern is over the use of webs of offshore companies and trusts to launder criminals' money. The structures set up to aid legal tax planning for expatriates and international trusts are also attractive to the drug baron, sanctions buster or tax dodger.

Since the 1982 Savings and Investment Bank crash, the island's authorities have pursued a regulatory policy for financial services. A financial supervision commission was instituted in 1983 and new laws governing banking, investment and insurance have been implemented.

The fact that the Financial Supervi-

sion Commission was able to act swiftly to close the Manx branch of Bank of Credit and Commerce International demonstrated the value of the new controls. Also, unlike depositors in some other jurisdictions, those in the Isle of Man will be covered by the island's protection scheme.

But the area of companies and trusts remains unregulated, relying on the competence, integrity and ethics of those involved in the business. If the island achieves some measure of control and supervision in this area, it will be the first offshore jurisdiction to do so.

The main focus for concern is the Manx non-resident company, which represents nearly a third of the 31,000 Manx-registered companies. To qualify for this category, the directors' residence and business must both be off the island. An annual return listing directors and shareholders must be filed with the Manx Registry and changes in directors or shareholders must be notified. The companies pay an annual \$600 fee to the island's tax authorities. Such companies can be

used in lawful tax planning, but are also a useful device for secrecy.

For instance, in some cases the residency of directors' companies registered in the Isle of Man is in the island of Sark, in the Channel Islands, where there is no tax liability and nominee directors are readily available for a fee. So if the Manx registry was welcomed by those forming and administering companies for reputable clients in the Channel Islands.

In Jersey and Guernsey, this "Sark lark" was stopped by changes to their laws to abolish this type of company - every company registered in Guernsey or Jersey has directors resident in those islands. That change in the law was welcomed by those forming and administering companies for reputable clients in the Channel Islands.

Non-resident companies are also thought to have been used as part of networks of offshore companies to break United Nations sanctions, particularly those against South Africa. Typically, goods would be shipped

through a roundabout route, while invoices and payments would go through two separate and even more circuitous routes.

Mr. Roger Rawcliffe, senior partner of accountants Pannell Kerr Forster in the Isle of Man, said introducing a system of licensing practitioners in company and trust formation, who would operate under a code of conduct, would eliminate most malpractice and may even force some of the less scrupulous to move elsewhere to conduct their business. He said the regulation of trusts would make trusts less responsible.

In his report, published in May, the deemster also questioned the morality of asset-protection trusts that allow the settlor - the person placing assets with trustees - access to those assets at all times. Some trusts are vague in their description and list charities as beneficiaries, although charities rarely see any of the assets.

Mr. Rawcliffe said: "If the Red Cross in Geneva knew what it was supposed to be getting, it would be in a permanent state of party."

Currency & FF Commodities UK, European & International Equities	Contact David Kelly at Chant Adair Ltd Tel: 0121 212 1714 Fax: 0121 212 1765
--	---

MEMBER SFA	FUTURES AND FOREIGN EXCHANGE 24 HOUR COVERAGE	CAL Futures Ltd Windward House 50 Victoria Street London SW1N 3HW Tel: 071-799 2233 Fax: 071-799 1331
------------	--	--

UK NEWS

Clash over export cover proposals

By Ralph Atkins

THE Export Credits Guarantee Department (ECGD) is opposing EC Commission proposals for pooling support for the insurance of exports to eastern Europe, even though the scheme is backed by industrialists and the Confederation of British Industry.

The Commons committee on European legislation called yesterday for further consideration by MPs of commission plans for a pool to underwrite or reinsure 40 per cent of all medium and long-term insurance risks on exports to six east European countries.

The scheme would apply to Bulgaria, Czechoslovakia, Hungary, Poland, Romania and Yugoslavia.

The ECGD argues that the European Community's powers over export credit cover are questionable, and warns that there could be disadvantages for the UK.

However, evidence called by the all-party committee shows strong support for the scheme among industrialists.

The CBI says the proposals may simply redistribute existing cover. But harmonisation

of European export credit insurance cover, eliminating national restrictions and reducing the distortions caused by the varying national underwriting practices, would be welcomed by UK exporters.

The clash between the ECGD and the commission follows fears by industrialists over the government's commitment to supporting exporters once it had sold off the short-term credit business of the ECGD.

The committee report published yesterday says the London Chamber of Commerce is also, on balance, in favour of the EC Commission's proposals.

The chamber complains of the lack, in practice, of official or private cover for UK exports to eastern Europe.

The British Chemical Engineering Contractors' Association says there is little or no cover available in the UK for the east European countries concerned for credits of longer than two years. It says that puts UK exporters at a disadvantage.

Select Committee on European Legislation 16th Report. HMSO, £12.55.

Government refuses to extend drug patents

By David Fishlock, Science Editor

THE pharmaceutical industry has failed to move the government from its view that 13 years is long enough for a company to have exclusive rights to a new medicine.

Italy - a recent convert to the value of drug patents - has settled for 18 years and France for 17, Dr John Griffin, director of the Association of the British Pharmaceutical Industries, said yesterday.

But the UK believed 13 to be "more than generous".

The government's position, explained in a letter from the Department of Health, was that a consensus on the period of protection had yet to emerge

from EC states. The government does not believe "it would be right to further declare our position ahead of the discussions in Brussels", the letter said.

The EC would decide the issue before the end of this year, Dr Griffin said. He predicted that the Netherlands and Belgium would argue for more generous protection, but that Germany would be "more miserly".

UK spending on research and development on medicines exceeded £1bn for the first time last year. Total drug sales were £8.7bn, with exports accounting for £2.2bn.

A tightening of sartorial belts in Savile Row

The recession means that more than the tailor's cloth faces cuts, finds John Thornhill

SAVILE Row, the Mayfair street synonymous with sartorial elegance, is under threat.

The severe retail recession coupled with the fall in overseas visitors as a result of the Gulf war has hit business hard. Also, increasing overheads in the form of rising rents and rates have undermined the profitability of many of the 15 or so tailors which boast a Savile Row nameplate.

The shops along the Row exude an aura of timeless charm as the perfectly mannered staff attend their customers with clipped politeness while the cutters - whose training lasts as long as a surgeon's - fastidiously snip the patterns in the workshops behind.

However, many wonder whether they can afford to continue to make their bespoke suits in the prestigious street. Some say that they may have to move outside London - ending a trading tradition that stretches back to when Mr Henry Poole established his business in the area in 1846.

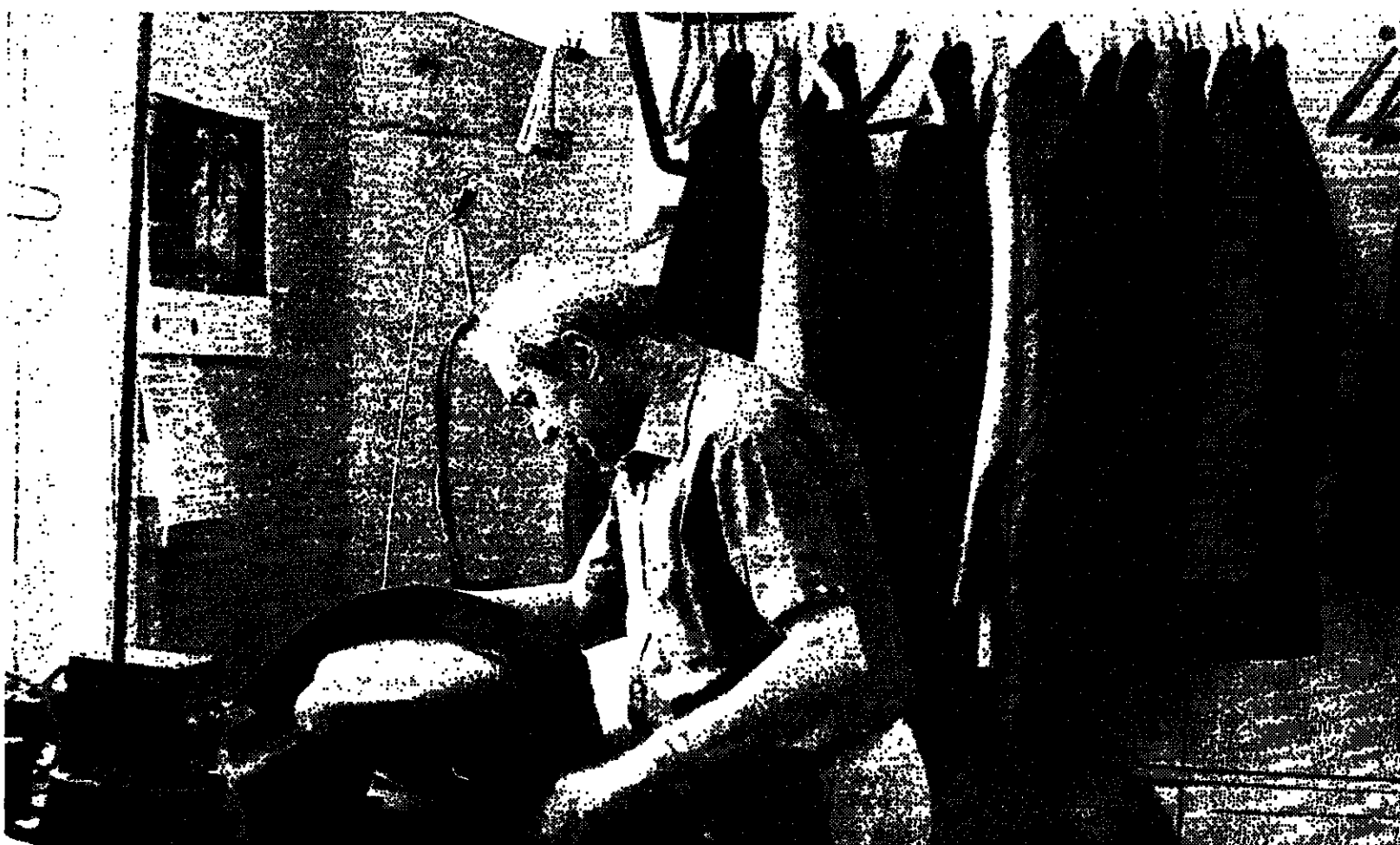
"Old Pooley", as he became known, acted as a magnet for other tailors who helped build the street's fame as a centre of fashion excellence. Each house that arrived, such as Gieves & Hawkes, Dege, Kilgour French & Stanbury, and Huntsman, has since developed a distinctive variation on the classical English style.

However, Henry Poole also attracted the other essential element for the success of a quality tailoring business: the wealthy customer.

By the 1870s his premises resembled a club as much as a shop and society swells flocked to swirl and swirl in the pinks and blues of court dress.

Prince Louis Napoleon, the future emperor of France, was an early customer, while bankers, such as Rothschild and Behrens, and literary figures including Charles Dickens dressed in the best of Savile Row finery.

Mr Angus Cundey, the current managing director whose great grandfather Samuel took over the business on Henry Poole's death in 1876, says the company expanded quickly and "by the turn of the 19th century was employing 300 sewing tailors and 14 cutters".



Hard pressed: tailors in the famous Mayfair street are facing the retail recession, rising rents and fewer customers travelling from overseas

Today the company is a far smaller affair employing 88 people and turning over about £2m a year. The days of the glittering salon are long gone. But Henry Poole has seemingly retained its ability to attract wealthy customers, and sells about 2,000 suits a year at an average price of £1,000.

In this century Sir Winston Churchill and President Charles de Gaulle have been keen customers, and Henry Poole has kept its Royal Warrant. However, it is a matter of principle that Mr Cundey will not reveal any of his current clientele.

"We would never divulge the name of one of our customers unless we were certain they were dead," he says respectfully.

But times are currently tough for Henry Poole. Trade is weak and costs are climbing; Mr Cundey says his rent has recently risen by half.

Others on the Row tell a similar story. Mr Colin Hammick, managing director of Huntsman, the tailors, who has been working in Savile Row "for longer than I care to remember", says the current downturn has been far worse than the 1980-81 recession. "It has been the combination of factors that has really hit us with both the Gulf war and the recession."

Cost increases have been crippling, and when Huntsman came to renew its lease on its workshop space two years ago it discovered its rent had increased by nearly 250 per cent.

Mr Hammick has been forced to consider whether to move Huntsman's workshops to a cheaper site, but he is most reluctant to do so. "We are very keen to hold on to our workshops here," he said. "We could move out, but we would lose in quality. It is important to have your workshops close at hand."

Mr Nicholas Ridley ranks high in Savile Row's demography since it was he - as environment secretary in 1987 - who issued the Town and Country Planning Order abolishing the category of light industrial use for the purposes of property valuation.

This category had helped

protect the Savile Row tailors from property developers and enabled them to make their suits at a cost-effective level in the heart of one of London's most expensive districts.

"Our biggest fear is that the developers are now going to move in and redevelop the area, installing offices with air conditioning and computers and such like. Since the war these properties have always had restrictions placed on them until 1987 when Mr Ridley did his worst," says Mr Cundey.

But what may save Savile Row in this recession is its reputation abroad. The US has traditionally been its strongest export market and the opening of eastern Europe may eventually throw up new markets.

President Mikhail Gorbachev is reputed to buy suits from Savile Row.

Huntsman now derives more than 65 per cent of its business from overseas custom and is beginning to see a revival in its international business. Mr Cundey has been looking for new business for Henry Poole in South Korea.

Mr Andrew McRobb, marketing and retail director of Gieves & Hawkes, which is part of the listed Gieves Group, says his company has also successfully expanded from its original base at No 1 Savile Row.

Gieves & Hawkes now markets its clothes, often through licensees, in 400 outlets worldwide, and this has helped protect it from the UK downturn.

SHOULDN'T YOU BE GETTING YOUR FT COMMENT DAILY?

Like a good breakfast, the Financial Times is a good start to the early part of your business day.

Our national and international coverage of business, economic and political news gives you the kind of comprehensive briefing you need to do business in Europe.

Throughout the week you'll also find regular features of special relevance to your particular area of business.

Take Monday. As well as the Architecture and Shipping features, Monday is Diary day, when we take a look at what the business, parliamentary and financial week has in store.

The first of the FT's Law Reports is on Tuesday, together with a feature on Small Businesses, and the daily Management and Technology pages.

On Wednesday, you'll find top management positions on offer, both financial and non-financial.

In Thursday's FT, we focus on, among other things, Marketing and Advertising and on Friday, it's the turn of Industrial and Commercial Property.

There's a great deal more than you may think in the pink pages. Pick up a copy of Monday's FT and find out.

No FT... no comment.

With the facts at your fingertips, there's no limit to what you can achieve

At the touch of a button, you have instant access to vital business information from respected sources - without leaving your desk.

All you need is a PC, a telephone line and access to FT PROFILE.

FT PROFILE is an online database of some of the world's leading media that you can search to pinpoint the vital facts you need - on key people, companies, competitors and potential markets - within seconds.

Armed with this information, you'll be able to make the right decisions ahead of the competition.

To get your hands on this valuable source of business information, just complete and return the coupon below and if you can't wait, call us now on 0932 761444.

I would like all the information at my fingertips. Please send me more details on FT PROFILE.

NAME _____

JOB TITLE _____

COMPANY _____

ADDRESS _____

POSTCODE _____

TELEPHONE _____

NATURE OF BUSINESS _____

No. of employees _____ I already use online _____

☐ under 50 ☐ 50-100 ☐ Yes☐ 100+ ☐ No

FT PROFILE, PO Box 12, Sunbury-on-Thames, Middlesex TW16 7UD. Tel 0932 761444.

FT PROFILE
BUSINESS INFORMATION

Part of the Financial Times Group

PRIVATE INVESTOR'S LEDGER 91/92

The most effective way of keeping track of your investments.

Do you manage your own portfolio?

Is filling in your tax return a chore?

Paperwork is important and with the Private Investor's Ledger 91/92 you can keep a total record of all your investments in one place. Making entries and calculations becomes easy and convenient.

Purpose-designed sections enable you to record in a professional way your fixed interest, stocks, shares, overseas investments, monthly valuations, building society and bank deposits, National Savings and all other investments and insurance policies.

The key information from this year's Budget is contained in the reference sections together with back-up material on areas that will be of interest to the serious investor.

Coverage includes: Personal Equity Plans, Dealing Information, Investor's Glossary, Calculating Yields and Prices/Earnings Ratios, Business Expansion Schemes (BES), Property Enterprise Trusts, SIB and the Self-Regulatory Organisations, Investment Ledger, Sources of Information, Income Tax, Inheritance Tax, Capital Gains Tax, Retail Price Index, Stock Exchange Account Calendar, Building Society, Building Society Investments, FTSE 100 Index, FT30 Ordinary Share Index, Selection of Share Prices.

PUBLICATION DATE: MAY 1991
PRICE: £9.95 UK \$9.00/\$16.00 O/S

ORDER FORM

Please return to: The Marketing Department,

FT Business Information,

7th Floor, 50-64 Broadway, London SW1H 0DB.

Tel: 071-799 2002 (Mail order address only)

Please note payment must accompany order. Prices include postage and packing.

OFFICE USE ONLY 5010 0230 P1L91

Please send me copy/copies of PRIVATE INVESTOR'S LEDGER 91/92 (£7.95 or £9.00/\$16.00 Overseas)

I wish to order 5 or more copies. Please send details of bulk order discounts or telephone.

I enclose my cheque value £/US\$ _____

made payable to F.T. Business Information.

TELEPHONE ORDERS 071-799 2229

With your credit card details.

☐ Please debit my credit card (mark choice).

☐ Amex ☐ Access ☐ Visa

Card No. _____

Expiry date _____ Signature _____

BLOCK CAPITALS PLEASE.

Mr/Mrs/Ms _____

Title _____

Organisation _____

Address _____

Postcode _____

Country _____ Phone _____

Signature _____

Date _____

Please allow 28 days for delivery. Refunds are given on books returned within 7 days of receipt and in good condition.

FT Business Information Ltd.

Registered Office: Number One Southwark Bridge, London SE1 7HL.

Registered in England No. 980896

'Financial Times' and 'FT' are among the Trade Marks and Service Marks of the Financial Times Group.

1477

FINANCIAL TIMES

NUMBER ONE SOUTHWARK BRIDGE, LONDON SE1 9HL
Telephone: 071-873 3000 Telex: 922186 Fax: 071-407 5700

Weekend August 3/August 4 1991

Waiting for a recovery

THE WORLD economy has entered a delicate phase. So far, the effect on world economic growth of the US and UK recessions has been partly offset by the strong performance of both the German and Japanese economies. Economic growth in both Germany and Japan is now slowing under the pressure of high interest rates. This means that the prospects for the world economy in the second half of this year depend on continued divergence rather than convergence in economic performance. What is needed is a US recovery which not only counters but offsets the slowdown in Japan and Germany.

The prospects do not look too promising, for in the US the pessimists are once again gathering force. Yesterday's news that employment fell by 51,000 in July, against an expectation of a rise of about 42,000, combined with only sluggish growth in hourly earnings and a fall in the working week, was a setback to the idea that a strong US recovery is under way.

On the other hand, suggestions that the US is slipping back into a "double-dip" recession are probably being overplayed. The accumulated evidence does suggest that a recovery of some kind is under way. US industrial production has been growing now for three months, consumption is up, and there is a definite pick-up in the housing market. Most importantly the rise in the US purchasing managers index in July for the second consecutive month is a reliable sign that manufacturing output is growing again.

Still, yesterday's employment news implies that the US recovery is certainly not robust. With broad money growth still very weak, there is accumulating evidence that a credit crunch is holding back recovery, a possibility that Mr Alan Greenspan, chairman of the US Federal Reserve, has repeatedly acknowledged.

Possible cut

A further cut in interest rates is now quite possible - and the market believes another interest rate cut is likely. Yesterday's rally in the US government bond market pushed the long bond up more than a point. The immediate cause was the news that the US Treasury was considering a cut in the federal funds rate, following the news, was driven by expectations of an interest rate cut despite the gloomy news for US and world economic growth.

A sluggish US recovery is not good news for the European economy. Since domestic economic growth in most European economies has been tempered over the past year by the

spill-over effect of rapid economic growth in Germany. The rise in German spending on imports, shown by the rapid shift in the German current account from surplus to deficit since monetary unification, has raised the exports of most European countries. The hope remains that a rise in US demand for European imports would offset falling German consumer demand. But the chance seems increasingly doubtful.

Dollar depreciation

Nor is the competitiveness of European exports in the US market helped by yesterday's developments. For the expectation both of a cut in US interest rates and a rise in German rates caused the dollar to depreciate against the D-Mark, and thus against the other member currencies of the European exchange rate mechanism.

Still the D-Mark's new-found strength both against the dollar and within the ERM may ease the upward pressure on European interest rates, if the deflationary effects of the D-Mark's appreciation are enough to persuade Mr Schlesinger, the new Bundesbank president, that a further rise in German interest rates is unnecessary.

France, in particular, will hope so. With the franc firmly at the bottom of the ERM, a rise in German interest rates could well force a rise in French rates and stifle hopes of a recovery in economic growth this year. Nor would starting wider hands in the ERM prevent a rise in German interest rates from reducing the room for further cuts in UK rates.

The UK remains the only European economy to have experienced a full-scale recession this year. Nowhere was the divergence in economic fortunes within Europe more vividly illustrated this week than in the comparison between the strong interim profit growth of Germany's main banks and the weak profits and bad debt provisions of the UK clearing.

Nor is there compelling evidence that a UK recovery is under way. The latest Confederation of British Industry survey suggested that the bottom of the recession has been reached. But there were few signs in the survey that a recovery had begun.

As long as the prospects for a sustained US recovery remain weak, the chances for world economic recovery will be hampered. Unless UK consumers start spending soon - a matter of confidence that is largely beyond the government's control - prospects for the UK economy look uninspiring.

Just reading the headlines and listening to the radio and television over the past week was enough to suggest that after more than 40 years of hostility, intermittent war, and threats of a super-power clash, peace had finally overwhelmed the Arab-Israeli conflict.

For anyone with the slightest sense of Middle East history the sight of President George Bush and President Mikhail Gorbachev amicably announcing that they had agreed jointly to sponsor a Middle East peace conference in October should have been a moment to savour and one of genuine international relief. The real threat that the Middle East crisis could one day spark a third world war appeared to have been removed.

The announcement of the date for a conference was not lightly made. President Bush, with some assistance from President Gorbachev, had already won agreement from almost all the principal parties to attend. But by the end of the week the unqualified agreement of the Israelis and Palestinians had still not been clinched.

Much of the reason for this is that for the past 15 years the main parties to the conflict have been moving in opposite directions. The US and the Soviet Union which have sponsored, armed and encouraged the belligerents have moved closer together as a result of the Soviet revolution. But their clients - Israel, the Palestinians and the Arab nations - appeared to have crossed each other's paths some years back and have since then been heading in opposite directions. To make peace with the Arabs, from an Israeli point of view, has never in the history of the conflict looked easier.

To make peace with the Arabs, from an Israeli point of view, has never in the history of the conflict looked easier

but to make peace with Israel has, from an Arab view, never seemed more difficult.

The critical moment came 14 years ago when President Anwar Sadat of Egypt, the most talented and ever to stride the Middle East stage, made his theatrical gesture of entering the camp of the enemy, embracing him and declaring that peace was made. Had Mr Sadat managed to persuade other Arab leaders to follow him to Jerusalem, or at least to withhold judgement, a wider peace process might have been possible.

Instead Mr Sadat was branded an Arab traitor who had shattered both Arab unity and the assumption that only with a joint stand against Israel could the Jewish state be persuaded to negotiate seriously about the Arab territories it had occupied during the six-day war in 1967.

By going on to sign a separate peace treaty with Israel, without extracting agreement on self-determination for the Palestinians, Mr Sadat changed the fundamentals of the Middle East conflict. He had ruled out the war option. Syria would be crushed in any lone attempt to attack Israel. As was shown when Israel invaded Lebanon in 1982 to drive out the Palestine Liberation Organisation, there was no longer an Arab government willing to stand up against the Jewish state.

It took another 10 years for that lesson to be completed and in the end it was President Saddam Hussein who wiped clean the military slate. His bluster and Scud missile attacks against Israel in January and February were ultimately answered by a massive defeat from which Iraq could take decades to recover.

The astute President Hafez al-Assad of Syria had correctly sniffed the political wind and the right to fight alongside the coalition forces in the Gulf, and went on to deliver his diplomatic coup de grace by accepting

At a time when the Arabs are suing for peace, the Jewish state insists it will not offer land in return, says Roger Matthews

Israel says yes - but to what?



Yitzhak Shamir, left, who refused to back the peace treaty signed in 1979 by President Sadat of Egypt

Mr Bush's proposal for unconditional face-to-face negotiations with Israel. Israel's most potent and implacable enemy was suing for peace.

Mr Yitzhak Shamir, Israel's prime minister, conceded that this was an historic development, even on a par with Mr Sadat's trip to Jerusalem. But it really did not make any difference to the way Mr Shamir viewed Middle East peace proposals. Israel's 76-year-old leader is among the most consistent and principled politicians in the region who usually says what he thinks. It is not Mr Shamir's fault if others choose to think that his utterances are opening bids in a haggling process.

Mr Shamir refused to support the peace treaty which Mr Menachem Begin, his old friend and the first Likud party prime minister of Israel, signed with Egypt and the US in 1979. Mr Shamir did not agree that the Sinai peninsula should be returned to Egypt as provided for in the treaty. He believes even more emphatically that the West Bank and Gaza, seized in the 1967 war and home to 1.75m Palestinians, are Jewish and Samaria, part of the biblical land of Israel. There is no possibility of Mr Shamir heading a government which would consider trading the territories in return for a peace treaty as called for in UN Resolutions 242 and 338.

His uncompromising stance illustrates how emphatically the face of Israeli politics has changed since the Labour party's monopoly of power was shattered by the right-wing Likud victory in 1977. The structure of the

Israeli electoral system, which allows Knesset representation for the smallest and most extreme religious and political factions, became of greater importance during the Labour-Likud power-sharing governments of the 1980s, a trend which has continued.

Within the present ruling coalition there are voices that make Mr Shamir sound almost dovish.

While the face of official Israel has hardened, and the political weight of the Arab states has been weakened, so the outlook for the Palestinians living under occupation and in the diaspora has become steadily more desperate. For well over three years the frustration, bitterness, and hopelessness in the occupied territories has manifested itself in the violent protest of the intifada, which finally buried the idea of a passive Palestinian population accepting its fate.

The methods used by Israeli forces to stem the revolt brought widespread international condemnation while raising more fundamental questions about the long-term viability of a democratic, Jewish state that had to administer in perpetuity a large, disenfranchised and violently hostile Palestinian minority. But that is of less concern to the present government than betraying the state by relinquishing Israel's birthright and endangering the nation's survival.

It is therefore entirely consistent for Mr Shamir to insist that the only way to the conference table is that of "peace for peace". As he says, Israel has always been willing to make

peace with its Arab neighbours. The main difference from the negotiations with Egypt in the late 1970s is that on this occasion there is no land on offer.

Remarkably, the other players seem to think that is a game they can play, although for the Palestinians the Israeli government has applied another humiliating twist. In accepting the invitation to a peace conference, Mr Shamir repeated on Thursday to Mr James Baker, the US secretary of state, that Israel would not talk to any recognised members of the Palestine Liberation Organisation or any Palestinians from east Jerusalem which was annexed after its occupation by Israel in 1967. A few years ago such a demand would have been greeted by Arab derision; today, if accepted or fudged, it would mark the start of a peace process.

However, at this stage, it would seem destined to be a peace process without negotiation as all the Arab demands have been rejected in advance. Which, of course, is where Mr Bush and Mr Baker come in. Israel would dearly like to know what those gentlemen have been saying to Mr Gorbachev, Mr Assad, King Hussein of Jordan and even selected Palestinians. It is difficult to credit repeated American statements praising the progress being made towards peace, when Israel, to its knowledge, has not budged an inch this week.

Israel knows the name of the American game. It is called momentum. For many years the State Department has believed that if Israel can be dragged into negotiations, an irresist-

ible momentum towards peace could be built up.

Hence, at every opportunity in the past week, although there has been no movement on substance and very little on process, Messrs Bush and Baker have been cheering as though the match is almost won, even though the teams have not been selected, let alone taken the field. Mr Shamir, anxious not to be left out, has been cheering too, stressing Israel's eagerness to join the fray. If only, he said, the Palestinians would agree.

Although Mr Shamir's attitudes are based on rigidly held beliefs, he does have to make some allowance for Mr Bush and the importance the US president appears to be attaching to the peace process. During the past 15 years the US has provided nearly \$45bn (£26bn) in aid for Israel and assistance continues at over \$3bn a year, some 6 per cent of Israel's gross national product. Some estimates put total foreign assistance, including that from US Jewish organisations, at approximately 12 per cent of GNP.

In addition, the Israeli government would like this year to get US agreement for some \$10bn in loan guarantees needed to fund an expanded housing programme to settle the increasing numbers of emigrants expected from the Soviet Union. Israel is arguing that there is no relationship between its request and the Arab-Israeli conflict, adding that Washington has a moral obligation to co-operate on such an important humanitarian issue.

While it is unlikely that Mr Bush will see the Israeli request in quite those terms, the generosity of the American response will not be unre-

It is difficult to contemplate the start of negotiations when one side insists that it has nothing to give

lated to how co-operative Israel proves to be in the weeks ahead. More widely, every country involved in the process wants to avoid being blamed should it collapse, whatever their scepticism about its chances of success. Israel is hoping that as has happened before the Palestinians will come to its rescue by refusing to participate and has done nothing to dissuade them from issuing a negative response.

If the Palestinians do not and instead put forward representatives acceptable to Israel and the US, it should be possible to issue formal invitations for a peace conference. Anything beyond that point becomes swallowed up in a fog of uncertainty. It is difficult to contemplate the start of negotiations when one side insists it has nothing to give. It is equally difficult to believe that the US, having got so far, would be satisfied for its main friend, ally and recipient of aid, to lose such an opportunity of enhancing not just its own security in the region but also that of the US.

The history of the past 40 years is littered with explanations of why peace moments for peace would never be so propitious again. Israel has arguably never been offered quite such an opportunity as it has now. Israel may equally feel that never has it less needed a peace offer than now. Perhaps for the first time there is a realistic chance for Israel to have both peace and land it has occupied for the past 24 years. Certainly that is Mr Shamir's contention.

It is not a view shared by Israel's western friends, or any member of the UN. The US could ill afford to be identified with it. By persisting with what is deemed by others to be such an extreme stance, Israel runs the risk of alienating much of the international sympathy which has sustained it so vitally since the state was created.

MAN IN THE NEWS

The council treasurer

End of the era of money for nothing

By Robert Peston and Deborah Hargreaves



said. In his current mood, he could not cope with Sanguine, who was working on the intractable problem of how to refinance a £150m loan taken out in 1986 by an off-balance-sheet company as part of a "deferred purchase" scheme to build a new pool for the council-sponsored synchronised swimming team. The original deal, also arranged by Sanguine, had been designed to get round the government's capital expenditure cuts.

Under municipal legislation, since changed, capital expenditure was defined according to whether or not payments were made. So Sprawl and other authorities set up satellite companies. These borrowed vast sums from banks and used the money to pay contractors to build council houses, leisure centres and other buildings. So the councils themselves were spending nothing, under the legal definitions. However, the loans would need to be repaid eventually. He remembered Sanguine's

assurance, over lunch and his first gull's egg, that it would be simple to take out a new loan. But as Islington council discovered this year when trying to refinance a £200m deferred purchase loan, no bank is keen any longer to lend to a local authority. Islington eventually got its money, but on far worse terms than customary for local authorities.

Melancholic mused wistfully about the time, only three years before, when banks and brokers were falling over each other to lunch him and deal with him. But then the banks lost hundreds of millions on their swap deals with local authorities after the House of Lords ruled these transactions unlawful. They no longer regarded council borrowers as the equivalent of a risk-free sovereign state.

The swaps disaster would have led to his being sacked, if the removal of a council treasurer was not unthinkable. Now 42, he had worked in local authority finance departments

department that interest rates would continue rising and a swap option was a licence to print money.

In an option deal, brokers bought the right to sell Sprawl council a swap contract. Sprawl received a payment of £20,000 for the sale of the option, which would only be exercised if interest rates fell below a certain level. So long as interest rates kept rising, it was money for nothing.

Phlegmatic made £3m on his market dealings over the next couple of years and the department won audits from Cholerick. Then, at the end of 1987, the district auditor started to take an interest. He pointed out the need to set up a capital markets fund, in case any swap options were exercised and the council started to be on the end of loss-making transactions.

Melancholic thought it about time he saw a record of the council's dealings. When he asked Phlegmatic for this, all he could produce was a record of three years' financial dealings was a pile of scribbled notes and a jumble of figures in a notebook.

In the next two years, the legality of swaps began to be questioned by the Audit Commission, which oversees local authority finances. And interest rates started to move against Sprawl.

Melancholic belatedly discovered the extent of the council's exposure. Potential losses were escalating. At first, Phlegmatic tried to trade the council out of its problems by carrying out even more deals. But the potential losses kept rising until they reached more than £50m - a deficit only surpassed by Hammersmith's.

So when the law lords ruled that banks could not exercise their contracts, Melancholic was almost euphoric. Naturally the banks would sue the council, but pending settlement, the council could keep the millions in premiums and fees they had paid it.

He sighed again. If only he had not put the proceeds on deposit with Bank of Credit and Commerce International.

Bfinance
Business Finance with You in Control.

Inject cash into your business with this free guide.

Alex Lawrie can give your business an immediate cash injection by buying your current unpaid invoices now. And converting each future invoice you raise into cash - within 48 hours.

Cash that grows directly with your sales, which you can use any way you wish.

Our range of services allows you to:

- Increase your working capital.
- Improve your credit management.
- Simplify export sales.
- Keep full management control.

Send for your FREE copy of 'BUSINESS FINANCE WITH YOU IN CONTROL', or call the number below. We'll also send you a copy of 'Action in a Recession' - an invaluable management guide in the current environment.

FREEPHONE 0800 300 310

Please send me a copy of your FREE guide

Mr/Ms/Ms. _____ (Name)

Surname _____

Position _____

Company _____

Address _____

Postcode _____

Telephone _____

Nature of Business _____

Approx annual turnover: £100K-£200K [] £200K-£500K [] £500K-£1M [] £1M-£5M [] £5M+ []

Complete and return to: Alex Lawrie, FREEPOST, Rosemont House, Beaumont Road, Barking DDA 6 7BA.

Alex Lawrie
Business Finance with You in Control.

UK COMPANY NEWS

Bad debt provision doubles to £530m as recession hits all sectors

Midland shares rise 21p in spite of loss as a rights issue is avoided

By David Lascelles, Banking Editor

MIDLAND GROUP'S pre-tax loss of £71m in the first six months of this year was considerably worse than the market had been expecting. But the bank's decision to pay a dividend, alongside the absence of a rights issue, helped boost the shares to 228p, a rise of 21p on the day.

Sir Peter Walters, who recently took over as chairman from Sir Kit McMahon, said that overall "the results continue to be unacceptable. But I believe that we are taking the necessary measures to return the group to normal levels

of profitability when economic and market conditions allow".

Both he and Mr Brian Pearce, the new chief executive who recently moved across from Barclays, stressed that Midland was getting to grips with its problems, and that the underlying business was showing encouraging trends.

The main reason for the poor result, which compared with a profit of £28m a year ago, was the doubling of the bad debt charge to £530m because of mounting loan losses.

Sir Peter said this reflected "the continuing rise in insol-

veny and default, with all sectors now suffering from the effects of the UK economic situation. We remain in the grips of a recession of unforeseen length and depth".

However, he said that Midland's fundamentally strong franchise was reflected in the growth of the underlying business over the past six months, despite the recession.

Midland's trading profit before bad debts was £490m, up 32 per cent from £363 in last year's first half.

This resulted from both higher levels of income and tight control on costs.

UK margins rose significantly following a review of the loan book. The group cost income ratio fell from 76.5 per cent to 71.4 per cent.

The UK banking operation made a trading profit of £317m, up from £208m. But after the charge for bad debts, this was transformed into a loss of £172m (£21m profit).

Branch and personnel numbers are being reduced, and the bank's product range is to be simplified and streamlined.

FirstDirect, the newly-launched telephone banking service was on target with 150,000 accounts.

The developing countries group which manages Midland's Third World loan portfolio, made a profit of £32m (£7m).

Midland estimates that the market value of its £65m portfolio is now some £100m greater than its marked down value, providing scope for profit at some later date.

Thomas Cook, the travel agency subsidiary, incurred a loss of £4m, due to the effects of recession, compared with a profit of £13m.

The group's assets were little changed over the six month period at about £60m, and the



Richard Delbridge, left, finance director, Sir Peter Walters and Brian Pearce: getting to grips with problems

risk asset ratio remained strong at 9.7 per cent, against an internationally agreed minimum requirement of 8 per cent.

The interim dividend was set at 1.7p, down from last year's 7.3p. Sir Peter said the dividend decision had been difficult, but there was a need to

conserve capital and distributable reserves. It was still far from clear when the recovery would start.

Asked if Midland planned a rights issue, Mr Pearce said: "I can only draw your attention to our strong capital position." See Lex

Investment banking arm progresses

MIDLAND MONTAGU, the international and investment banking arm of the Midland Bank, produced a stronger result after a difficult period last year, writes David Lascelles.

In the first six months of this year it made £73m pre-tax, compared with a loss of £5m in the first half of 1990. Mr George London, the division's chief executive, described the result as more than satisfactory.

The improvement came from a reduced charge for doubtful debts, reduced from £54m to £38m, and the virtual elimination of the mismatched treasury position which has dogged it for the last 18 months. But there was also a rise in operating income throughout the division.

Treasury and capital markets were margin-

ally ahead of budget, particularly the treasury side. Capital markets had a more difficult first half.

Merchant banking performed well, with Samuel Montagu's specialised financing business earning large fees for restructuring.

Asset management, corporate banking and correspondent banking were all satisfactory. Abroad, Midland Montagu's European business was mixed, with some countries like Greece producing good results, but others, such as Germany and France, suffering problems. The group's assets were little changed over the six month period at about £60m, and the

Buckingham share price halves as losses appear

By David Churchill, Leisure Industries Correspondent

BUCKINGHAM International, the UK-based group which owns hotels in the US and Europe, yesterday saw its share price collapse from 44p to 22p as the impact of the Gulf War and recession in the US helped push the company into loss for the six months ended April 30. There is no interim dividend.

The company reported a loss of £2.15m compared with a pre-tax profit of £1.64m, but about £1.1m of the loss reflected exceptional cost of arranging a medium term syndicated loan to help the financing of new hotels. Net interest on the company's debts - estimated at about £75m - amounted to £1.4m in the half year.

DIVIDENDS ANNOUNCED				
Company	Dividend	Ex-date	Pay-date	Notes
Babcock Prebon	nil	-	-	2.72
Buckingham Int'l	nil	-	-	2.1
Co of Designers	nil	-	-	0.25
Fairway (Ldn)	1.7	Oct 11	7.3	9
Midland Bank	1.7	Oct 11	7.3	9
Pelican Group	1	Nov 11	4.5	2.5
Sterling Pub Co	2	Oct 21	2	6
Tryp	2	Oct 21	2	6

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

RIGHTS OFFERS									
Share Price	Amount Paid	Latest Round	High	Low	Stock	Dividend	Price	Yield	Notes
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	
142	Nil	150m	150m	150m	Aluminium Products Ltd	47m	150m	150m	

A detailed dividend list is printed in the Financial Times on the day of publication. It includes details of the amount of the dividend, the date of payment, the date of the offer, and the date of the offer. It also includes details of the company's financial performance, its assets, and its liabilities.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. †For 18 months.

Babcock Prebon in debt talks

By Clare Pearson

BABCOCK PREBON, the financial services group, said yesterday that it was in discussions with "various interested parties" with a view to a financial reconstruction which would make it better able to cope with its heavy debt burden.

The company declined to elaborate on what the measures might be, but said a takeover offer was not being considered as a solution to its "excessive" debt burden and "unacceptably low" interest cover.

It stressed that its bankers remained "fully supportive". Its debts totalled £45m, it said. The shares closed 4p lower on the day at 3p.

Along with the announcement Babcock revealed that it had run up a loss of £3.6m pre-tax for the half year to end

March after taking account of a £4.0m interest charge and goodwill amortisation of £1.2m.

The company also said that it was in discussions to sell Babcock & Brown, the UK lease packager, either to the management or to its former US parent, Babcock & Brown.

Representatives of both parties have this week stepped down from Babcock Prebon's board as a result of their interest.

Babcock Prebon has also granted options to senior management of Kennedy, the US fund management operation, to buy the business for a minimum consideration of £10.8m.

The measures would pare Babcock Prebon's operations down to money broking.

There were no comparable figures for the 1990 interim period. Instead, the company showed results for the 18 months to end-September 1990 which it said took in its two money broking acquisitions, Kirkland-Whittaker acquired in May 1989 and International City Holdings, bought in March 1990.

The figures have been restated to take account of an accounting change where income will be booked only when received in cash. The effect is to reduce the previous period's profits and turnover by £1.4m and to boost the six month results by £971,000.

After the change, the pre-tax loss for the 18 month period was £4.6m.

In the six months under review, group income was £58.6m (£106.13m).

GEC pays Weinstock 28% more

By Michael Skapinker

LORD Weinstock, managing director of GEC, received a 28.5 per cent pay rise last year, taking his total emoluments to £489,000. Total emoluments of Lord Prior, the chairman, went up 1.8 per cent to £115,000.

GEC's pre-tax profits fell 6 per cent to £31.8m last year and it failed to increase its dividend for the first time in living memory. Lord Prior said last month that neither he nor Lord Weinstock would receive pay increases during this year.

Lord Weinstock said last month that in the UK generally "levels of pay are too low. Some people get too much and we get too little."

Baileys Irish Cream in £33m Emmet liqueur deal

By Philip Rawstorne

GILBEYS of Ireland, part of Grand Metropolitan's IDV spirits subsidiary, is to acquire the Irish liqueurs company, R & J Emmet, for £33.9m, or £32.7m.

Gilbey's cash offer of £2.25 for each ordinary share, recommended by the Emmet board yesterday, represented a 73 per cent premium on the last dealt price on the Dublin stock exchange of £1.30.

The offer, being made through AIB Corporate Finance, included £5.28 for each Emmet convertible preference share. There would also be a loan note alternative.

Gilbey's, which makes Baileys Irish Cream, the world's

best-selling liqueur with exports last year of £140m, said yesterday that the deal would accelerate the international development of Emmet's products.

These included a number of cream and fruit liqueurs under the Emmet and O'Darby brand names which were exported to the US, Canada, Germany, and 17 other countries.

Emmet had been profitable over the past eight years. Pre-tax profits in 1990 amounted to £219,000, down from £1.4m in 1989 largely because of currency depreciation.

Gilbey's intended to maintain Emmet's production facilities in Ballinacorney, Co Cavan.

API forecasts strong recovery

API Group yesterday forecast a substantial recovery in profitability during the second half of the year as part of its defence against the £24m hostile bid from NMC, the fellow packaging group.

API said pre-tax profits would reach at least £1.5m in the six months to September 28, compared with an £849,000 loss in the first half and the full-year dividend would be maintained at 6.75p.

It also forecast that the 1992 dividend would be increased by at least 11 per cent to 7.5p, as the group continued to reap

benefits of overhead reductions which cost it £570,000 in the first half, taken as an exceptional item.

API's shares last night closed 8p up at 128p, compared with a value of 114p under the offer from NMC.

The bidder meanwhile slammed the forecasts as "straining credibility" given that before its offer brokers had been forecasting a loss of £200,000.

It added that to pay the forecast dividend API would have to use reserves for the third year running.

Pelican makes £1.7m cash call as profits return

By David Churchill, Leisure Industries Correspondent

PELICAN GROUP, the USM-quoted London and south-east restaurant operator which yesterday announced a return to profit, is raising £1.7m through a 1-for-3 rights issue at 20p to expand its catering operations in the capital.

Pre-tax profit in the year to March 31 1991 emerged at £448,000 (£32,000 loss/turnover jumped from £904,000 to

£4.72m. Pelican operates 11 restaurants, including the Leadenhall Cantina and Cafe Pelican in central London as well as several outlets trading under the Cafe Rouge banner.

Mr Roger Myers, chairman, said that the Cafe Rouge brasserie restaurants had outperformed the general slump in restaurant trading this year.

"They offer good value for money and I think many people are trading down to them from more expensive restaurants," he says. The average cost of a dinner for two at a Cafe Rouge was about £25, he added.

The cash being raised is to open a further 10 Cafe Rouge outlets in London and the south-east. "There are a num-

ber of good restaurant sites available very cheaply at present because of the recession," Mr Myers said. The group has appointed Mr J. Cumming as operations director to oversee the expansion.

The rights issue has been fully underwritten by Beeson Gregory.

A single dividend of 1p (nil) is proposed.

LIT sharply higher at £1.92m

LIT HOLDINGS increased its pre-tax profit from £388,000 to £1.92m in the half year ended June 30 1991.

Operating profit moved up to £405m (£354m). Both periods included material non-recurring items, excluding those the underlying rate of increase was some 60 per cent.

In spite of future and options market volumes being well below 1990, LIT America achieved a solid improvement in underlying operating profit, gained more clients and cut costs by 14 per cent.

Underlying profits at Johnson Fry also improved substantially. Amounts raised and revenues from Business Expansion Schemes were well ahead. The contribution from financial planning activities was lower, in line with generally depressed conditions.

Central costs were again reduced, from £2.8m to £2.12m. Interest charge was materially lower reflecting the asset disposal programme of 1990 and the refinancing completed early this year.

Fairway (London) rises to £655,000

Fairway (London), the USM-quoted supplier of business and computer stationery, increased its pre-tax profit from £596,000 to £655,000 in the first half of 1991.

Operating profit was slightly up at £490,000 (£458,000), on turnover of £5.76m (£4.06m). Other income was £195,000 (£68,000) but there was an interest charge of £30,000 (credit £70,000).

Results included a full period of Systemforms and one month of Greater London Supplies, acquired for £2.2m.

The directors said they were confident of the progress being continued. They were on the watch for acquisitions.

After a tax charge of £2.8 (£7.7) per cent, earnings worked through at 2.68p (2.3p). The interim dividend is again in line with capital lifted by the rights issue.

Operating profit moved up to £405m (£354m). Both periods included material non-recurring items, excluding those the underlying rate of increase was some 60 per cent.

In spite of future and options market volumes being well below 1990, LIT America achieved a solid improvement in underlying operating profit, gained more clients and cut costs by 14 per cent.

Underlying profits at Johnson Fry also improved substantially. Amounts raised and revenues from Business Expansion Schemes were well ahead. The contribution from financial planning activities was lower, in line with generally depressed conditions.

Central costs were again reduced, from £2.8m to £2.12m. Interest charge was materially lower reflecting the asset disposal programme of 1990 and the refinancing completed early this year.

Operating profit was slightly up at £490,000 (£458,000), on turnover of £5.76m (£4.06m). Other income was £195,000 (£68,000) but there was an interest charge of £30,000 (credit £70,000).

Results included a full period of Systemforms and one month of Greater London Supplies, acquired for £2.2m.

The losses per share were 2.1p (earnings 0.6p) and the interim dividend has been passed. There was a payment of 0.25p last time.

But, the directors said, the impact of the recession on trading results was lessened by the significant reduction in operating costs compared with the second half of last year, stemming from the rationalisation and staff reductions.

The company, quoted on the

USM, acts as architects, surveyors and consulting engineers. The directors were taking steps to call an extraordinary meeting as the net assets were less than half of the issued capital.

Allied-Lyons sells Saporì

Allied-Lyons, the drinks and food group, has sold Saporì, its Italian confectionery and biscuit company, to Chocolade Groedel, a Dutch company, for an undisclosed sum.

Allied announced in May that it was selling Saporì, and its subsidiary, Pepl, which it acquired in the 1970s.

A review of J Lyons's European bakery operations concluded that Saporì's seasonal products and specialist distribution did not fit the current strategy of developing existing national businesses in Europe, and expanding in other European markets through acquisitions and new branded products.

Globe Petroleum on the way to profits

In 1990, an eventful year, Globe Petroleum saw its loss increase from £256,000 to £375,000, as delays and problems were encountered in restructuring and management changes were made. The loss per share was 1.17p (1.04p).

However, since the year-end the company had moved from the Third Market to the Official List, and completed a major acquisition of properties in Texas and Kentucky.

It was now an oil and gas producer, albeit on a modest scale but with the potential to increase significantly before the year-end. A daily production of 1,000 barrels of oil was the first target.

Good progress was being made towards profitability, targeting expansion in the US rather than the Philippines.

Debrett's publisher shows loss

By Maggie Urry

STERLING Publishing Group, publishers of Debrett's Peerage as well as business and consumer publications, incurred a pre-tax loss of £981,000, compared with a profit of £4.36m, after exceptional debits of £3.6m.

The figures, for the year ended March 31, had been forecasted when the company raised £2.34m net through a convertible preference share issue announced in March.

Mr Ronald Cohen, chairman, said it had been "a year of highly adverse conditions" but now the difficulties "appear to be behind us".

He said that advertising space booked in the Sterling Publications and Cornhill Publications divisions was up 30 per cent in the first half of the

current year.

The shares, which are quoted on

سلاسل

ECONOMIC DIARY

TODAY: Start of Cowes week.

TOMORROW: Israeli cabinet meets. Algerian minister of oil, economy and finance, to visit Japan (until August 9). Annual meeting of the Society of American Foresters in San Francisco (until August 7).

MONDAY: Start of annual meeting in Geneva of United Nations Human Rights Commission on protection of minorities (until August 30). Iraq is expected to return to Kuwait gold and money looted from Kuwait's central bank during its occupation of the emirate. US Congress begins summer recess (until September 9). Mr. Da'Quayle, US vice president, travels to Latin America and Caribbean to promote trade. Australia's five-yearly census will take place. South Korea will submit its application for United Nations membership.

TUESDAY: US productivity and costs (second quarter preliminary). US Treasury bids note and bond auctions. Talks between Afghan guerrillas and senior Iranian and Pakistani officials about ending the civil war in Afghanistan. Central Transport Consultative Committee's annual report published.

WEDNESDAY: Central Statistical Office publishes figures for overseas travel and tourism (May). Department of Energy gives advance energy statistics for June. The Department of Employment announces details of employment, unemployment, earnings, prices and other indicators. US consumer instalment credit (June).

FRIDAY: US producer price index (July). Mr. George Bush, US president, is expected to begin his August vacation at Kennebunkport. Federation of Civil Engineering Contractors' publishes survey of workload trends.

FT-ACTUARIES SHARE INDICES

The Financial Times Ltd 1991. Compiled by the Financial Times Ltd in conjunction with the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS		Friday August 2 1991										Highs and Lows Index			
SUB-SECTIONS		Index	Day's Change	Est. Earnings	Gross Div.	Net Div.	P/E Ratio	Yield (%)	Div. Yield (%)	Div. Payout (%)	Div. Payout (%)	Index	High	Low	High
Figures in parentheses show number of stocks per section															
1 CAPITAL GOODS (184)		839.88	+0.8	10.26	5.75	12.02	22.56	832.88	828.79	832.90	844.48	839.04	153	675.31	161
2 Building Materials (24)		1070.80	+0.6	8.96	5.82	14.12	30.76	1064.43	1061.61	1079.93	1167.75	1163	911.64	161	1038.07
3 Electricals (11)		1158.05	+0.3	9.49	6.74	13.92	32.68	1154.84	1153.53	1157.82	1202.49	1193	1031.88	231	1161.50
4 Electronics (25)		1730.71	+0.8	8.70	5.20	15.29	46.89	1716.89	1689.87	1680.01	1723.76	1698	1478.08	161	2308.22
5 Engineering-General (8)		426.67	+0.8	16.04	5.88	7.49	12.11	423.35	426.99	421.64	438.59	442	380.48	161	502.42
6 Engineering-General (45)		459.10	+0.9	11.73	5.59	10.44	11.82	454.95	453.41	455.97	474.37	468	339.57	231	505.10
7 Metals and Metal Finishing (8)		435.21	+0.9	16.21	8.12	7.58	16.93	431.24	430.19	437.58	466.73	459	381.44	161	596.67
8 Motors (12)		322.30	+0.6	12.73	7.43	9.63	10.93	318.15	318.12	322.27	334.94	326	266.43	161	411.42
9 Other Industrial Materials (20)		1425.46	+0.6	8.58	4.95	13.71	30.42	1409.33	1404.52	1412.59	1450.76	1435	1147.76	161	1801.53
10 CONSUMER GROUP (187)		1524.00	+0.7	7.61	5.58	16.19	25.63	1524.56	1522.73	1522.74	1594.56	1518	1188.45	161	1524.56
11 Breweries and Distillers (22)		1846.44	+0.1	8.34	3.59	14.62	34.70	1848.20	1842.16	1840.50	1911.51	1849	1478.24	231	1849.73
12 Food Manufacturing (19)		1213.06	+0.7	9.47	4.08	13.05	24.43	1205.21	1201.96	1202.39	1258.42	1213	1013.60	2	1220.42
13 Food Retailing (17)		1212.37	+1.0	7.76	3.01	16.96	39.61	1214.26	1212.71	1212.71	1276.25	1214	1013.60	2	1220.42
14 Health and Household (22)		1617.37	+0.2	5.36	2.39	21.24	30.93	1605.40	1603.54	1605.19	1661.21	1617	1264.53	161	1640.74
15 Hotels and Leisure (23)		1294.43	+0.2	9.26	5.33	13.02	32.35	1297.42	1296.79	1297.14	1399.65	1297	1066.91	231	1394.77
16 Media (26)		1414.74	+0.2	8.14	4.92	15.95	38.26	1408.30	1411.17	1407.90	1477.31	1416	1164.91	161	1564.91
17 Packaging, Paper & Printing (17)		747.29	+0.1	7.53	4.41	16.03	15.15	746.89	747.64	748.01	784.42	747	606.96	161	749.97
18 Stores (22)		1212.37	+1.2	7.86	3.81	16.92	17.86	1212.37	1212.37	1212.37	1276.25	1214	1013.60	2	1220.42
19 Textiles (17)		600.52	+1.4	8.36	5.16	14.85	13.79	592.46	587.14	583.67	602.02	600	396.58	231	614.52
20 OTHER GROUPS (109)		1266.91	+0.5	7.97	5.89	12.78	29.31	1266.91	1266.91	1266.91	1327.06	1267	961.05	161	1273.06
41 Business Services (12)		1354.12	+0.1	9.81	5.52	29.77	29.77	1354.12	1354.12	1354.12	1412.71	1354	892.28	1	1354.12
42 Chemicals (22)		1445.90	+0.2	7.09	4.99	17.40	33.03	1443.70	1443.88	1443.88	1503.33	1445	1094.01	161	1445.90
43 Composites (10)		1467.92	+0.1	10.17	5.16	14.85	35.14	1466.73	1466.73	1466.73	1530.65	1467	1170.87	231	1466.73
44 Transport (13)		1212.37	+0.6	8.33	4.70	14.07	30.50	1225.54	1225.54	1225.54	1276.25	1214	1013.60	2	1220.42
45 Electricity (16)		1212.37	+0.6	14.36	5.34	8.90	18.41	1212.37	1212.37	1212.37	1276.25	1214	1013.60	2	1220.42
46 Telephone Networks (4)		1522.17	+0.8	9.75	4.00	13.43	38.31	1520.44	1520.44	1520.44	1584.28	1522	1095.55	161	1543.28
47 Water (10)		1212.37	+0.8	17.44	6.57	6.35	118.37	1212.37	1212.37	1212.37	1276.25	1214	1013.60	2	1220.42
48 MISCELLANEOUS (23)		2016.74	+0.3	6.02	4.79	21.52	47.89	2009.75	2009.75	2009.75	2070.61	2017	1586.17	161	2067.26
49 INDUSTRIAL GROUP (489)		1275.53	+0.3	8.82	4.49	14.06	26.53	1271.63	1269.50	1272.57	1327.06	1275	991.97	161	1275.53
51 Oil & Gas (20)		2476.07	+0.2	10.95	5.53	12.02	67.26	2461.24	2463.22	2464.06	2528.70	2476	2101.45	231	2528.70
52 500 SHARE INDEX (500)		1377.48	+0.2	9.09	4.62	13.74	29.62	1374.18	1372.56	1375.97	1437.48	1377	1092.04	161	1377.48
61 FINANCIAL GROUP (92)		819.34	+1.3	5.79	21.65	80.82	808.71	807.36	807.36	807.36	859.94	819	667.36	161	859.94
62 Banks (9)		941.89	+1.6	5.36	5.92	29.91	24.83	936.90	935.12	935.12	982.35	941	695.08	161	982.35
63 Insurance (Life) (7)		1578.43	+1.4	5.27	41.64	1548.08	1539.57	1541.73	1540.00	1540.00	1612.93	1578	1220.74	161	1612.93
64 Insurance (Compulsory) (6)		680.76	+2.2	6.44	20.23	665.82	653.95	653.95	653.95	653.95	726.27	680	572.52	161	726.27
65 Insurance (General) (9)		1158.24	+0.6	6.79	5.03	19.13	30.61	1151.59	1151.49	1151.51	1202.39	1158	922.88	231	1199.56
66 Merchant Banks (7)		439.92	+0.5	4.77	11.00	47.84	436.88	432.95	432.95	432.95	468.77	439	327.70	161	468.77
67 Property (36)		922.54	+0.5	6.05	4.04	23.94	92.88	922.54	922.54	922.54	982.35	922	881.23	3	979.87
70 Other Financial (18)		251.85	+0.2	11.39	7.19	11.00	20.91	251.85	251.85	251.85	263.10	251	236.37	161	263.10
71 Investment Trusts (69)		1226.45	+0.1	3.49	20.95	1226.45	1226.45	1226.45	1226.45	1226.45	1276.25	1226	947.19	161	1276.25
99 ALL-SHARE INDEX (641)		1241.97	+0.4	4.75	27.55	1237.31	1235.99	1235.99	1235.99	1235.99	1284.17	1241	987.46	161	1241.97

FT-SE 100 SHARE INDEX 1241.97 +0.4 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97 1241.97

FIXED INTEREST

PRICE INDICES		Index	Day's Change	Est. Earnings	Gross Div.	Net Div.	P/E Ratio	Yield (%)	Div. Yield (%)	Div. Payout (%)	Div. Payout (%)
British Government											
1 Up to 5 years (28)		121.28	+0.15	121.10	1.89	7.13					
2 5-15 years (27)		132.01	+0.59	131.42	1.71	8.58					
3 Over 15 years (9)		141.31	+0.97	139.96	3.25	6.44					
4 Irredeemables (1)		154.31	+0.45	153.62	2.61	7.34					
5 All stocks (70)		131.03	+0.48	130.52	1.94	7.99					
Index-Linked											
6 Up to 5 years (1)		160.39	+0.07	160.28	0.76	2.72					
7 Over 5 years (10)		145.01	+0.11	144.84	0.62	2.76					
8 All stocks (11)		146.02	+0.11	145.85	0.63	2.76					
9 Debt & Loans (56)		110.21	+0.05	110.16	2.54	5.89					

Opening Index: 2590.7; 9 am 2592.8; 10 am 2594.3; 11 am 2594.6; Noon 2597.4; 1 pm 2602.7; 2 pm 2607.3; 2.30 pm 2608.8; 3 pm 2608.5; 4.10 pm 2600.7; (a) 2.38pm (b) 6.57am

Equity section or group		Index	Day's Change	Est. Earnings	Gross Div.	Net Div.	P/E Ratio	Yield (%)	Div. Yield (%)	Div. Payout (%)	Div. Payout (%)
Business Services		311/2/90	999.65								
Electricals		311/2/90	999.65								
Media		311/2/90	1228.58								
Engineering-General		291/2/89	486.00								
Water		291/2/89	1968.45								
Composites		311/2/90	1114.07								
Playfield, a list of constituents is available from the Publishers, The Financial Times, Number One, Southbank Bridge, London SE1 9HL. The FT-ACTUARIES SHARE INDICES SERVICE covers a range of electronic and paper-based products relating to these indices. These are available by subscription from FINSTAT, Box House, 42-47, Millers, London EC3N 1DY. Tel: 0772 700 097.											

CONSTITUENT CHANGES: ADDITIONS: London Merchant Securities (69), Bick (4), Lowndes Lambert (67); DELETIONS: Westpool (70), Babcock Preece (70), Brent Walker (29), Claydon Properties (69), First Tokyo Index (71), Sephawk (69).

LONDON TRADED OPTIONS

CALLS		PUTS		CALLS		PUTS		CALLS		PUTS	
Index	Day's Change	Est. Earnings	Gross Div.	Net Div.	P/E Ratio	Yield (%)	Div. Yield (%)	Div. Payout (%)	Div. Payout (%)	Div. Payout (%)	Div. Payout (%)
AIN (100)	550	55	87	80	74	161	21				
ASDA (100)	400	24	380	320	280	37	42				
ASDA (100)	600	8	180	160	140	64	4				
ASDA (100)	800	14	160	140	120	13	4				
ASDA (100)	100	3	6	7	10	11	12	7			
ASDA (100)	1200	10	10	11	12	7					
ASDA (100)	1400	10	10	11	12	7					
ASDA (100)	1600	10	10	11	12	7					
ASDA (100)	1800	10	10	11	12	7					
ASDA (100)	2000	10	10	11	12	7					
ASDA (100)	2200	10	10	11	12	7					
ASDA (100)	2400	10	10	11	12	7					
ASDA (100)	2600	10	10	11	12	7					
ASDA (100)	2800	10	10	11	12	7					
ASDA (100)	3000	10	10	11	12	7					
ASDA (100)	3200	10	10	11	12	7					
ASDA (100)	3400	10	10	11	12	7					
ASDA (100)	3600	10	10	11	12	7					
ASDA (100)	3800	10	10	11	12	7					
ASDA (100)	4000	10	10	11	12	7					
ASDA (100)	4200	10	10	11	12	7					
ASDA (100)	4400	10	10	11	12	7					
ASDA (100)	4600	10	10	11	12	7					
ASDA (100)	4800	10	10	11	12	7					
ASDA (100)	5000	10	10	11	12	7					
ASDA (100)	5200	10	10	11	12	7					
ASDA (100)	5400	10	10	11	12	7					
ASDA (100)	5600	10	10	11	12	7					
ASDA (100)	5800	10	10	11	12	7					
ASDA (100)	6000	10	10	11	12	7					
ASDA (100)	6200	10	10	11	12	7					
ASDA (100)	6400	10	10	11	12	7					
ASDA (100)	6600	10	10	11	12	7					
ASDA (100)	6800	10	10	11	12	7					
ASDA (100)	7000	10	10	11	12	7					
ASDA (100)	7200	10	10	11	12	7					
ASDA (100)	7400	10	10	11	12	7					
ASDA (100)	7600	10	10	11	12	7					
ASDA (100)	7800	10	10	11	12	7					
ASDA (100)	8000	10	10	11	12	7					
ASDA (100)	8200	10	10	11	12	7					
ASDA (100)	8400	10	10	11	12	7					
ASDA (100)	8600	10	10	11	12	7					
ASDA (100)	8800	10	10	11	12	7					
ASDA (100)	9000	10	10	11	12	7					
ASDA (100)	9200	10	10	11	12	7					
ASDA (100)	9400	10	10	11	12	7					
ASDA (100)	9600	10	10	11	12	7					
ASDA (100)	9800	10	10	11	12	7					
ASDA (100)	10000	10	10	11	12	7					
ASDA (100)	10200	10	10	11	12	7					
ASDA (100)	10400	10	10	11	12	7					
ASDA (100)	10600	10	10	11	12	7					
ASDA (100)	10800	10	10	11	12	7					
ASDA (100)	11000	10	10	11	12	7					
ASDA (100)	11200	10	10	11	12	7					
ASDA (100)	11400	10	10	11	12	7					
ASDA (100)	11600	10	10	11	12	7					
ASDA (100)	11800	10	10	11	12	7					
ASDA (100)	12000	10	10	11	12	7					
ASDA (100)	12200	10	10	11	12	7					
ASDA (100)	12400	10	10	11	12	7					
ASDA (100)	12600	10	10	11	12	7					
ASDA (100)	12800	10	10	11	12	7					
ASDA (100)	13000	10	10	11	12	7					
ASDA (100)	13200	10	10	11	12	7					
ASDA (100)	13400	10	10	11	12	7					
ASDA (100)	13600	10	10	11	12	7					
ASDA (100)	13800	10	10	11	12	7					
ASDA (100)	14000	10	10	11	12	7					
ASDA (100)	14200	10	10	11	12	7					
ASDA (100)	14400	10	10	11	12	7					
ASDA (100)	14600	10	10	11	12	7					
ASDA (100)	14800	10	10	11	12	7					
ASDA (100)	15000	10	10	11	12	7					
ASDA (100)	15200	10	10	11	12	7					
ASDA (100)	15400	10	10	11	12	7					
ASDA (100)	15600	10	10	11	12	7					
ASDA (100)	15800	10	10	11	12	7					
ASDA (100)	16000	10	10	11	12	7					
ASDA (100)	16200	10	10	11	12	7					
ASDA (100)	16400	10	10	11	12	7					
ASDA (100)	16600	10	10	11	12	7					
ASDA (100)	16800	10	10	11	12	7					
ASDA (100)	17000	10	10	11	12	7					
ASDA (100)	17200	10	10	11	12	7					
ASDA (100)	17400	10	10	11	12	7					
ASDA (100)	17600	10	10	11	12	7					
ASDA (100)	17800	10	10	11	12	7					
ASDA (100)	18000	10	10	11	12	7					
ASDA (100)	18200	10	10	11	12	7					
ASDA (100)	18400	10	10	11	12	7					
ASDA (100)	18600	10	10	11	12	7					
ASDA (100)	18800	10	10	11	12	7					
ASDA (100)	19000	10	10	11	12	7					
ASDA (100)	19200	10	10	11	12	7					
ASDA (100)	19400	10	10	11	12	7					
ASDA (100)	19600	10	10	11	12	7					
ASDA (100)	19800	10	10	11	12	7					
ASDA (100)	20000	10	10	11	12	7					
ASDA (100)	20200	10	10	11	12	7					
ASDA (100)	20400	10	10	11	12	7					
ASDA (100)	20600	10	10	11	12	7					
ASDA (100)	20800	10	10	11	12	7					
ASDA (100)	21000	10	10	11	12	7					
ASDA (100)	21200	10	10	11	12	7					
ASDA (100)	21400	10	10	11	12	7					
ASDA (100)	21600	10	10	11	12	7					
ASDA (100)	21800	10	10	11	12	7					
ASDA (100)	22000	10	10	11	12	7					
ASDA (100)	22200	10	10	11	12	7					
ASDA (100)	22400	10	10	11	12	7					
ASDA (100)	22600	10	10	11	12	7					
ASDA (100)	22800	10	10	11	12	7					
ASDA (100)	23000	10	10	11	12	7					
ASDA (100)	23200	10	10	11	12	7					
ASDA (100)	23400	10	10	11	12	7					
ASDA (100)	23600	10	10	11	12	7					
ASDA (100)	23800	10	10	11	12	7					
ASDA (100)	24000	10	10	11	12	7					
ASDA (100)	24200	10	10	11	12	7					
ASDA (100)	24400	10	10	11	12	7					
ASDA (100)	24600	10	10	11	12	7					
ASDA (100)	24800	10	10	11	12	7					
ASDA (100)	25000	10	10	11	12	7					
ASDA (100)	25200	10	10	11	12	7					
ASDA (100)	25400	10	10	11	12	7					
ASDA (100)	25600	10	10	11	12	7					
ASDA (100)	25800	10	10	11	12	7					
ASDA (100)	26000	10	10	11	12	7					
ASDA (100)	26200	10	10	11	12	7					
ASDA (100)	26400	10	10	11	12	7					
ASDA (100)	26600	10	10	11	12	7					
ASDA (100)	26800	10	10	11	12	7					
ASDA (100)	27000	10	10	11	12	7					
ASDA (100)	27200	10	10	11	12	7					
ASDA (100)	27400	10	10	11	12	7					
ASDA (100)	27600	10	10	11	12	7					
ASDA (100)	27800	10	10	11	12	7					
ASDA (100)	28000	10	10	11	12	7					
ASDA (100)	28200	10	10	11	12	7					
ASDA (100)	28400	10	10	11	12	7					
ASDA (100)	28600	10	10	11	12	7					
ASDA (100)	28800	10	10	11	12	7					
ASDA (100)	29000	10	10	11	12	7					
ASDA (100)	29200	10	10	11	12	7					
ASDA (100)	29400	10	10	11	12	7					
ASDA (100)	29600	10	10	11	12	7					
ASDA (100)	29800	10	10	11	12	7					
ASDA (100)	30000	10	10	11	12	7					
ASDA (100)	30200	10	10	11	12	7					
ASDA (100)	30400	10	10	11	12	7					
ASDA (100)	30600	10	10	11	12	7					
ASDA (100)	30800	10	10	11	12	7					
ASDA (100)	31000	10	10	11	12	7					

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar hit by employment data

WEAKER THAN expected US employment data depressed the dollar yesterday. The July employment report indicated continued US economic weakness and prompted fears that the move out of recession may be faltering. It also encouraged speculation about further cuts in US interest rates.

July non-farm payrolls fell by 51,000, compared with a revised drop of 11,000 in June. A rise of about 50,000 had been expected. Economists said that the labour news combined with recent money supply figures do not point towards a strong recovery.

On Thursday the Federal Reserve announced that the money supply fell \$5.5bn in the week to July 22 to give a relatively weak annualised growth rate of 2.7 per cent.

News in recent days has increased fears of a false dawn for the economy and the risk that it will fall back into recession. Economists were particularly concerned that the

employment report showed a decline in average weekly hours to 34.1 from 34.5 and a fall in hourly earnings.

The dollar fell to a low of \$1.7320 and finished in London towards the bottom of the day's range at DML7345, compared with DML7580 on Thursday.

It also declined to Y138.75 from Y137.65 to SF15.985 from SF15.950, and to FF5.8975 from FF5.975. On Bank of England figures the dollar's index fell to 86.8 from 86.9.

Sterling was strong against the dollar, but otherwise recorded small mixed changes, showing little if any reaction to a smaller than expected rise of \$30m in Britain's July foreign exchange reserves.

The figure was well below an expected rise of \$125m, encouraging speculation that the Bank of England may have given some support to the pound recently.

At the London close the pound had gained 2.15 cents to \$1.6355. It also advanced to

Y261.75 from Y260.50 and to FF10.000 from FF9.8875, but fell to DM2.9400 from DM2.9425 and to SF2.5575 from SF2.5700. Sterling's index rose 0.1 to 90.9.

The pound remained third weakest currency in European exchange rate mechanism lacking any major change. The Spanish peseta stayed the strongest member, but eased back slightly after the Bank of Spain added liquidity to the Madrid money market. This calmed fears of tighter monetary policy, with dealers generally expecting no change in the central bank's 12.75 per cent money market intervention rate at Monday's repurchase agreement tender.

The D-Mark and French franc were unchanged in the ERM grid. In Paris the D-Mark was fixed little changed at FF3.3995, against FF3.3980 on Thursday, while the peseta eased to FF5.4905 per 100 from FF5.4930.

FINANCIAL FUTURES AND OPTIONS

LIFTED US TREASURY BOND FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	3.17	0.01	0.01
91	2.19	0.02	0.02
92	1.49	0.03	0.03
93	0.98	0.04	0.04
94	0.58	0.05	0.05
95	0.38	0.06	0.06
96	0.28	0.07	0.07
97	0.18	0.08	0.08
98	0.08	0.09	0.09
99	0.02	0.10	0.10

Estimated volume total, Cally 500 Puts 2400
Previous day's open: Cally 2270 Puts 2400

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

Estimated volume total, Cally 570 Puts 1382
Previous day's open: Cally 500 Puts 1376

LIFTED EURO DOLLAR FUTURES (OPTION)			
Strike	Call	Put	Settlement
90	0.08	0.01	0.01
91	0.07	0.02	0.02
92	0.06	0.03	0.03
93	0.05	0.04	0.04
94	0.04	0.05	0.05
95	0.03	0.06	0.06
96	0.02	0.07	0.07
97	0.01	0.08	0.08
98	0.01	0.09	0.09
99	0.01	0.10	0.10

AUTHORISED UNIT TRUSTS

Left Clarge	Calc. Price	Old Price	Offer + or Price -	Yield in %
----------------	----------------	--------------	-----------------------	---------------

[illegible]

Guide to pricing of Authorised Unit Trusts
Compiled with the assistance of Lantoro & Co

INITIAL CHARGE: Charge made on sale of vehicle. Used in duty marking and administrative costs, including commission paid to intermediaries. This charge is included in the price of units.

OFFER PRICE: Also called base price. The

HISTORIC PRICING: The latter H declares that the remanufactured will normally cost on the price set on the street record vehicle. The price shows are the latest available before publication and may not be the current street levels because of an intervening possible negotiation or a switch to a

FORWARD PRICING: The letter F denotes that the negotiated deal at the price to be set on the spot valuation. Investors can be given no difficulty when it comes to the forward pricing of any time

SCHEME PARTICULARS AND REPORTS: The most recent report and scheme particulars can be obtained here of charge from fund managers.

[illegible]

prices are set on the basis of the valuation point; a short period of time may elapse before prices become available.

For Regency Life Unit. Tel. see AEGON Unit. Tel.
Baltimore Unit. Mon. 1-800-333-3333.

Refinance Home, Tunbridge Wells, Kent	0892 51
Refin Job Life	267.8 252.7 268.1 +7.1
Refinance Flood	142.1 142.1 151.0 +9.3
Refinance Accd	208.0 208.0 221.2 +6.5

Rock Asset Mgmt (Unit Trust) Ltd (090)
Park View House, Front Street, Bolton
Newcastle upon Tyne NE7 7TZ (091) 215,0
Massoud 5167 71 68 33 73 54

Rothschild Fund Management (1000)F
 54 Sutherland Lane, London EC4 Denslow 071-286
 NE America Inc. 61054 57 354-5710/81.21 46 371
 NE America Inc. 4-110 52 227.21 46 371

HC UK Equity Inc	6	135.03	135.03	145.70	-0.02
HC Japan	6	261.16	261.16	275.99	-2.04
HC Major UK Cos	6	81.79	81.79	88.09	-0.01
HC Smaller Austral	6	60.78	60.78	65.49	-0.05

H&M Smile UK Co	61	43	01	43	01	47	15	-9.60
H&M Smile UK Cos ..	6	181	09	181	09	198	76	-1.27
H&M Smile Euro ..	6	181	22	181	22	215	22	+0.58
R&B Personnel Pensions								
J&K Marine Corp ..	94	72	37	73	62	77	28	+0.01

UK Smith's ...	54	45.77	47.28	49.76	51.31
UK Income ...	54	65.96	67.14	70.67	72.01
Admiral ...	54	68.91	69.80	72.67	74.90
Japanair ...	54	43.28	43.83	46.13	47.43
Eastland ...	51	63.67	63.25	64.25	65.25

Canton	56	108	55	87	94
Aurora	56	108	55	87	94
City	56	108	55	87	94
Detroit	56	108	55	87	94
Muskegon	56	108	55	87	94

Smith & Williamson Unit Test Mfgs Co
1 Riding House St, London W1A3AS. 071-437 51
S & W American & 51022 0 202 9 7147 0.80

S&W Capital	5	93.88	93.88	100.0	-1.5
S&W Cash	0	103.4	103.4	103.4	+0.02
S&W European	3	86.75	87.07	92.1	+0.86
S&W Far Eastern	3	98.05	99.54	105.5	+0.3
S&W Growth	1	102.4	102.4	102.4	-0.01

S & W Income	100.9	102.6	100.5	+0.2
S & W Self-Serv	205.2	210.8	222.8	+0.1
S & W Thriftstore	114.6	114.6	122.9	—
S & W Mfg. Corp.	99.88	99.88	107.2	—

Sovereign Unit Tr Mngrs Ltd (100000)
12 Christchurch Rd, Bournemouth BH1 1LH
Cash 1 30.61 30.64 31.13 31.16 31.17
Carried Forward 31 32.01 32.04 32.51 32.54 32.55

Ethical	54	48.44	49.64	52.83	+4.39
Income	54	47.62	48.32	51.98	+4.37
Int'l Growth	54	65.05	66.29	70.71	+4.42
Managed	54	58.79	59.78	63.77	+4.00

Standard Life Tst Mgmt Ltd (0629)88
5 George St, Edinburgh EH2 2JZ
Macquarie Inc 5-1 35 13 36 13 35 37 +0 1 12

UK Equity Cdn Acc	34	46.55	47.39	56.30	62.1
UK Eq High Inc Inc	34	34.28	34.98	37.17	68.1
UK Eq High Inc Acc	54	37.52	38.79	48.64	68.1
UK Equity Cdn Acc	54	46.39	47.16	56.11	68.1
UK Equity Cdn Acc	54	46.39	47.16	56.11	68.1

USL Large Cap Int F	76	301.5	108.1	111.3
USL Large Cap Int F	71	248.1	101.3	112.7
USL & Fund Int Inc	54	28.35	10.02	17.94
O'Neil Large Cap Int F	72	220.0	102.0	104.2

S

● Current Unit Trust prices are available on FT Cityline. Calls charged at 45p per minute peak. Unit Trust Code Booklet ring (071) 925-2121

هَذَا مِنْ أَهْلِ

● Current Unit Trust prices are available on FT Cityline. Calls charged at 45p per minute peak and 34p off peak. Inc VAT. To obtain your free Unit Trust Code Booklet ring (071) 925-2128.

AMERICA

Wall Street

to an unexpected fall in July non-farm payrolls was positive. The Dow jumped 15 points in the first half-hour in the wake of the big increase in bond prices that followed publication of the data. Yields on the 30-year bond and two-year notes plummeted on hopes that the Federal Reserve would react to news of weak labour market conditions (and recent signs of a recession—see page 10) by cutting interest rates to breathe life into a sluggish economy.

However, prices fell back as the market decided the bad news on employment was more important than good news on inflation. And the Treasury

sell programs mid-morning speeded the decline. The market did not settle down until after 11:30 am, by which time the intervention period in the credit markets had passed without any action from the Fed.

Among individual stocks, McDonnell Douglas shed 3 1/2% at \$54 on news that Singapore Airlines would not be buying 20 of the manufacturer's jetliners. Although the airline had not made any firm orders for the jets, it was nevertheless more bad news for McDonnell, coming on top of problems with the Pentagon over the delivery of military aircraft.

General Re fell 3 1/2% to \$68 in

active trading after several backing houses lowered their earnings estimates for the big reinsurance group. The moves come on the heels of the company's report of a fall in second-quarter net income before realised gains.

Among over-the-counter stocks, McCaw Cellular rose \$1 to \$35 $\frac{1}{2}$, adding to the gains earned late on Thursday after the company reported a surprise of cellular telephones in the US, reported strong growth in revenues, cash flow and subscribers. Newcomer Somatong was buoyant at \$28 $\frac{1}{2}$ on turnover of 1.6m shares after the stock was brought to the market with an issue price of \$19 a share.

USX Marathon, the energy component of the USX group, climbed $\frac{1}{4}$ to \$27 $\frac{1}{2}$ on turnover of 2.7m shares after some Wall Street analysts made positive comments about the stock in the wake of a Tunisian oil discovery.

Ireland's cautious privatisation should eventually benefit the stock market, writes Kieran Cooke

THE DUBLIN Stock Exchange is often accused of following London but a new maturity emerged this year as Ireland walked its own distinctive privatisation path. The question is whether the privatisation process has damaged the secondary equity market.

Investors can look as good as those in the UK — on 1991 basis. By Thursday the FT Actuaries World Indices put Ireland up 20.7 per cent in local currency terms on the year so far, against a 20.5 per cent gain for the UK. The London Stock Exchange has recently been making new highs for the year, Dublin is still 7 per cent down from its 1991 peak, which it reached

concern, with the government raising more than £180m (£122m) as it sold off 55 per cent of the company.

Last month, the government sold off 96 per cent of Irish Life, the largest life insurer and fund manager in Ireland, raising £200m for the state coffers.

Both partial privatisations were oversubscribed; both were carried out efficiently and, in the opinion of most observers, fairly. Greencore was issued at £12.30 and went as high as £12.68 before settling as low as £12.27 in early July. The price has since recovered, putting on 6 Irish pence

FT-A Indices in local terms

does the stock market reflect the domestic economy. About 60 per cent of the total profits of the big Irish companies are generated overseas.

Among the big four stocks there is heavy exposure to the US. Ms Linda Hickey of Dublin says City Brokers of Dublin says that about 50 per cent of the market between August 1990 and January 1991 was mainly due to the high cyclical exposure of the big four stocks.

Smurfit suffered from a downturn in its US business. CRL, although diversified into other countries, is still feeling the recession in foreign markets. AIB and BOI, Ireland's two big banks, have had to cope with tough times

ASIA PACIFIC

Tokyo

ARBITRAGE-related selling depressed share prices, but late in the day, buying put and call options helped the market fall to the low of 23,927.58 in the afternoon and a high of 24,097.84 in the afternoon on the back of stronger futures prices.

Losers outnumbered gainers by 521 to 348, while 218 issues remained unchanged. The Topix index of all first section stocks lost 5.42 to 1,848.80 and in London, the ISE/Nikkei 50 index added 5.07 to 1,417.75.

Analysts said the market was said that in the last week in July foreigners were net buyers of ¥88.3bn worth of shares, comprising the total for the month to ¥283.5bn. Miss Betty

Wu at SBCI said that foreigners were increasing their asset allocations in Japanese stocks.

Individuals were net sellers of Y374.5bn in July, and investment trusts sold Y943.9bn, reflecting a loss of confidence by domestic investors in the wake of the stock market scandals.

International blue chips firmed on foreign buying. Hitachi rose Y10 to Y11.70 and Sony rose Y40 to Y6,290. Oil-related issues continued to attract interest following the upward earnings revisions of Showa Shell Sekiyu. General Electric rose Y30 to Y1,520 and Mitsubishi Oil added Y40 to Y1,100. Showa Shell fell Y30 to Y1,790 on profit-taking.

Fuji Heavy Industries, the automaker which posted losses for the previous year, rose Y19 to Y487. Investors were encouraged by reports that the company expect to return to profit for the year and to September thanks to weaker oil prices.

In Osaka, the OSE average rose 24.81 to 26,540.40 on volume of 15.6m shares. Nissei

Build Kogyo, the steel frame maker, rose ¥200 to ¥5,500 on an additional buyer. The company has booked more than ¥18bn in orders for its multi-level parking structures.

Roundup

NEW HIGHS in Hong Kong, Australia and Bombay, and a decline in Seoul, over two days of declines were the region's best features.

HONG KONG broke through the 4,050 level on the Hang Seng index to close 29.39 higher at a new all-time peak of 4,059.40, 0.6 per cent higher than the previous peak. It moved from HK\$1,320 to HK\$1,820.

Hang Seng Bank and **HBSB**, parent of the Hongkong Bank, topped the active list, gaining HK\$1.50 and 30 cents respectively to HK\$33.50 and HK\$28.50. Expectations that the banks will tighten their mortgage policy to cool down overheated real estate speculation helped back property stocks.

AUSTRALIA made another 12-month peak as the All Ordinaries index rose 1.25 points to

varies rose 5.2 to 1,582.9, 1.3 per cent higher on the week. Turnover rose from A\$157m to A\$243m. Brokers expected the market to consolidate ahead of the budget on August 20.

As in Hong Kong, banking stocks made some of yesterday's best gains. National Australia Bank closed up 12 cents to A\$7.17, and ANZ Banking added 10 cents to A\$3.63, while, where, TNT eased 3 cents to 79 cents as investors balanced this week's news of a projected loss against the signing of a joint freight venture with five national post offices.

BOBBAY achieved its third record high this week on new account trading and lower-than-expected carry-forward charges. The BSE index rose as high as 1,703.15, before closing up 31.61 or 1.92 per cent at 1,680.62, 6.4 per cent higher on the week.

SEOL's 18.08-point gain to 730.6 left the composite index 1.2 per cent higher on the week. Turnover rose to Won784.3bn as financial issues led yesterday's rally, posting a sector

BANGKOK was lifted by a buying spree in the last half hour of trading. The SET index ended 10.46 higher at 721.85 on turnover of B83.36bn.

MANILA ended narrowly mixed with the composite index up 3.92 to 1,011.66. 1.5 per cent higher on a week which absorbed the government decision to raise the 10 per cent family return to the Philippines.

The market lacked liquidity, said brokers, while clients waited for the government to scale down the 9 per cent import levy which businessmen and others had lamented as a negative influence.

TAIWAN registered its third consecutive loss as the weighted index fell 128.96 points, or 2.5 per cent to 5,012.45, still 1.1 per cent higher on the week. Turnover fell from T\$3.7bn to T\$3.9bn.

NEW ZEALAND softened as investors continued to weigh the various effects of a budget. The NZSE40 index fell 9.09 to 1,461.11, 4.2 per cent higher on the week.

late last March. Irish equities have had further problems. Last year Dublin suffered a 12.4 per cent loss in 12 months since 1974, with share prices falling 28.5 per cent compared with 18.7 per cent in Europe as a whole, and only 12.8 per cent in London. This year, privatisation and a number of fund-raising issues have marked, surplus funds from the market, pouring in heavily.

"There are signs that the public is still putting its money on deposit in banks and building societies rather than stocks. In addition, an end to exchange controls has meant that domestic funds have been drifting to foreign markets - particularly from the Irish institutions - though there is evidence that this is being balanced to some extent by foreign investment in Irish shares.

The Irish government has taken a cautious approach to privatising state companies, since it has been regarded as a politically risky exercise. So a programme of "pragmatic privatisation" has been under-

Source: Datastream

in both their UK and US operations.

While the big stocks tend to set the market trend, there has been plenty of activity in the second-liners. Fyffes, the Irish-based fruit-importer, seems set for expansion, with continuing rumours of a buy-out of the Del Monte portion from the troubled Polly Peck empire.

Woodchester, the Dublin-based financial services company, has benefited from a tie-up with Crédit Lyonnais and seems set for bigger things. Power Corp, the Irish property group, has been one of the few companies in the sector to perform well in the present difficult times.

Some of the smaller stocks, such as Xtravision – the video rental group not so long ago a stock market high-flyer – have seen their fortunes tumble and are paying the price for overly ambitious expansion programmes.

Finally, the food sector has been harmed by the troubles of Goodman

EUROPE

INDIVIDUAL shares featured yesterday as traders searched for ideas in quiet markets, writes Our Markets Staff.

FRANKFURT's share price features were mostly on the downside, and mainly in individual stocks although the weakness in the insurance sector spread to include Munich Re, which fell DM30 to DM2 435.

FT-SE Eurotrac			
Hourly c			
Open	10 am	11 am	Noon
1113.55	1113.42	1113.76	1114.16
Day's High 1117.47			
Aug 1	Jul 31		Jul
1114.40	1110.04		1107

Base value 1000 (25/10/93)

100 - Aug 2			
Changes			
1 pm	2 pm	3 pm	Close
1114.53	1112.42	1115.84	1116.44
Day's Low		1110.60	
0	Jul 29	Jul 26	
6	1104.82	1105.03	

FL 117.30 in active trading after releasing better-than-expected second quarter results. Elsewhere, Philips eased 50 cents to **FL 33.90** after rising the previous day on its very good second quarter figures.

ZURICH came back from Thursday's national holiday to another quiet session; the **Crédit Suisse** index closing 1.6 higher at **646.8** 0.9 per cent

The all-gold index ended 42 lower at 1,281 but the industrial index eased only 4 to 4,089. The all-share index slipped 33 to 3,456.

tions this year, more are likely in the near future. In April the Irish Sugar Company, renamed Greencore, was the first big privatisation of an Irish state

LONDON SH

BRITISH F

	Yield	1991
nr		

ket" says Mr Conall O'Morain of Dublin's Riada stockbrokers. "Rather it is a market of stocks, with no particular sectors within the market." Nor

shaken confidence in the market as a whole. But Dublin, slightly bruised and a little shaken, is steadily climbing back.

LONDON SHARE SERVICE

BRITISH FUNDS						BRITISH FUNDS—Contd						INT. BANK AND O'SEAS					
1991	Low	Stock	Price	% chg	Yield	1991	Low	Stock	Price	% chg	Yield	1991	Low	Stock			
High						High						High					
"Shorts" (Lives up to Five Years)																	
100.4	99.2	98.2	100.0	11.00	10.61	100.4	99.2	98.2	100.0	11.00	10.61	100.4	99.2	98.2			
99.2	98.2	97.2	99.0	10.00	9.61	99.2	98.2	97.2	99.0	10.00	9.61	99.2	98.2	97.2			
98.2	97.2	96.2	98.0	9.00	8.61	98.2	97.2	96.2	98.0	9.00	8.61	98.2	97.2	96.2			
97.2	96.2	95.2	97.0	8.00	7.61	97.2	96.2	95.2	97.0	8.00	7.61	97.2	96.2	95.2			
96.2	95.2	94.2	96.0	7.00	6.61	96.2	95.2	94.2	96.0	7.00	6.61	96.2	95.2	94.2			
95.2	94.2	93.2	95.0	6.00	5.61	95.2	94.2	93.2	95.0	6.00	5.61	95.2	94.2	93.2			
94.2	93.2	92.2	94.0	5.00	4.61	94.2	93.2	92.2	94.0	5.00	4.61	94.2	93.2	92.2			
93.2	92.2	91.2	93.0	4.00	3.61	93.2	92.2	91.2	93.0	4.00	3.61	93.2	92.2	91.2			
92.2	91.2	90.2	92.0	3.00	2.61	92.2	91.2	90.2	92.0	3.00	2.61	92.2	91.2	90.2			
91.2	90.2	89.2	91.0	2.00	1.61	91.2	90.2	89.2	91.0	2.00	1.61	91.2	90.2	89.2			
90.2	89.2	88.2	90.0	1.00	0.61	90.2	89.2	88.2	90.0	1.00	0.61	90.2	89.2	88.2			
89.2	88.2	87.2	89.0	0.00	0.00	89.2	88.2	87.2	89.0	0.00	0.00	89.2	88.2	87.2			
88.2	87.2	86.2	88.0	0.00	0.00	88.2	87.2	86.2	88.0	0.00	0.00	88.2	87.2	86.2			
87.2	86.2	85.2	87.0	0.00	0.00	87.2	86.2	85.2	87.0	0.00	0.00	87.2	86.2	85.2			
86.2	85.2	84.2	86.0	0.00	0.00	86.2	85.2	84.2	86.0	0.00	0.00	86.2	85.2	84.2			
85.2	84.2	83.2	85.0	0.00	0.00	85.2	84.2	83.2	85.0	0.00	0.00	85.2	84.2	83.2			
84.2	83.2	82.2	84.0	0.00	0.00	84.2	83.2	82.2	84.0	0.00	0.00	84.2	83.2	82.2			
83.2	82.2	81.2	83.0	0.00	0.00	83.2	82.2	81.2	83.0	0.00	0.00	83.2	82.2	81.2			
82.2	81.2	80.2	82.0	0.00	0.00	82.2	81.2	80.2	82.0	0.00	0.00	82.2	81.2	80.2			
81.2	80.2	79.2	81.0	0.00	0.00	81.2	80.2	79.2	81.0	0.00	0.00	81.2	80.2	79.2			
80.2	79.2	78.2	80.0	0.00	0.00	80.2	79.2	78.2	80.0	0.00	0.00	80.2	79.2	78.2			
79.2	78.2	77.2	79.0	0.00	0.00	79.2	78.2	77.2	79.0	0.00	0.00	79.2	78.2	77.2			
78.2	77.2	76.2	78.0	0.00	0.00	78.2	77.2	76.2	78.0	0.00	0.00	78.2	77.2	76.2			
77.2	76.2	75.2	77.0	0.00	0.00	77.2	76.2	75.2	77.0	0.00	0.00	77.2	76.2	75.2			
76.2	75.2	74.2	76.0	0.00	0.00	76.2	75.2	74.2	76.0	0.00	0.00	76.2	75.2	74.2			
75.2	74.2	73.2	75.0	0.00	0.00	75.2	74.2	73.2	75.0	0.00	0.00	75.2	74.2	73.2			
74.2	73.2	72.2	74.0	0.00	0.00	74.2	73.2	72.2	74.0	0.00	0.00	74.2	73.2	72.2			
73.2	72.2	71.2	73.0	0.00	0.00	73.2	72.2	71.2	73.0	0.00	0.00	73.2	72.2	71.2			
72.2	71.2	70.2	72.0	0.00	0.00	72.2	71.2	70.2	72.0	0.00	0.00	72.2	71.2	70.2			
71.2	70.2	69.2	71.0	0.00	0.00	71.2	70.2	69.2	71.0	0.00	0.00	71.2	70.2	69.2			
70.2	69.2	68.2	70.0	0.00	0.00	70.2	69.2	68.2	70.0	0.00	0.00	70.2	69.2	68.2			
69.2	68.2	67.2	69.0	0.00	0.00	69.2	68.2	67.2	69.0	0.00	0.00	69.2	68.2	67.2			
68.2	67.2	66.2	68.0	0.00	0.00	68.2	67.2	66.2	68.0	0.00	0.00	68.2	67.2	66.2			
67.2	66.2	65.2	67.0	0.00	0.00	67.2	66.2	65.2	67.0	0.00	0.00	67.2	66.2	65.2			
66.2	65.2	64.2	66.0	0.00	0.00	66.2	65.2	64.2	66.0	0.00	0.00	66.2	65.2	64.2			
65.2	64.2	63.2	65.0	0.00	0.00	65.2	64.2	63.2	65.0	0.00	0.00	65.2	64.2	63.2			
64.2	63.2	62.2	64.0	0.00	0.00	64.2	63.2	62.2	64.0	0.00	0.00	64.2	63.2	62.2			
63.2	62.2	61.2	63.0	0.00	0.00	63.2	62.2	61.2	63.0	0.00	0.00	63.2	62.2	61.2			
62.2	61.2	60.2	62.0	0.00	0.00	62.2	61.2	60.2	62.0	0.00	0.00	62.2	61.2	60.2			
61.2	60.2	59.2	61.0	0.00	0.00	61.2	60.2	59.2	61.0	0.00	0.00	61.2	60.2	59.2			
60.2	59.2	58.2	60.0	0.00	0.00	60.2	59.2	58.2	60.0	0.00	0.00	60.2	59.2	58.2			
59.2	58.2	57.2	59.0	0.00	0.00	59.2	58.2	57.2	59.0	0.00	0.00	59.2	58.2	57.2			
58.2	57.2	56.2	58.0	0.00	0.00	58.2	57.2	56.2	58.0	0.00	0.00	58.2	57.2	56.2			
57.2	56.2	55.2	57.0	0.00	0.00	57.2	56.2	55.2	57.0	0.00	0.00	57.2	56.2	55.2			
56.2	55.2	54.2	56.0	0.00	0.00	56.2	55.2	54.2	56.0	0.00	0.00	56.2	55.2	54.2			
55.2	54.2	53.2	55.0	0.00	0.00	55.2	54.2	53.2	55.0	0.00	0.00	55.2	54.2	53.2			
54.2	53.2	52.2	54.0	0.00	0.00	54.2	53.2	52.2	54.0	0.00	0.00	54.2	53.2	52.2			
53.2	52.2	51.2	53.0	0.00	0.00	53.2	52.2	51.2	53.0	0.00	0.00	53.2	52.2	51.2			
52.2	51.2	50.2	52.0	0.00	0.00	52.2	51.2	50.2	52.0	0.00	0.00	52.2	51.2	50.2			
51.2	50.2	49.2	51.0	0.00	0.00	51.2	50.2	49.2	51.0	0.00	0.00	51.2	50.2	49.2			
50.2	49.2	48.2	50.0	0.00	0.00	50.2	49.2	48.2	50.0	0.00	0.00	50.2	49.2	48.2			
49.2	48.2	47.2	49.0	0.00	0.00	49.2	48.2	47.2	49.0	0.00	0.00	49.2	48.2	47.2			
48.2	47.2	46.2	48.0	0.00	0.00	48.2	47.2	46.2	48.0	0.00	0.00	48.2	47.2	46.2			
47.2	46.2	45.2	47.0	0.00	0.00	47.2	46.2	45.2	47.0	0.00	0.00	47.2	46.2	45.2			
46.2	45.2	44.2	46.0	0.00	0.00	46.2	45.2	44.2	46.0	0.00	0.00	46.2	45.2	44.2			
45.2	44.2	43.2	45.0	0.00	0.00	45.2	44.2	43.2	45.0	0.00	0.00	45.2	44.2	43.2			
44.2	43.2	42.2	44.0	0.00	0.00	44.2	43.2	42.2	44.0	0.00	0.00	44.2	43.2	42.2			
43.2	42.2	41.2	43.0	0.00	0.00	43.2	42.2	41.2	43.0	0.00	0.00	43.2	42.2	41.2			
42.2	41.2	40.2	42.0	0.00	0.00	42.2	41.2	40.2	42.0	0.00	0.00	42.2	41.2	40.2			
41.2	40.2	39.2	41.0	0.00	0.00	41.2	40.2	39.2	41.0	0.00	0.00	41.2	40.2	39.2			
40.2	39.2	38.2	40.0	0.00	0.00	40.2	39.2	38.2	40.0	0.00	0.00	40.2	39.2	38.2			
39.2	38.2	37.2	39.0	0.00	0.00	39.2	38.2	37.2	39.0	0.00	0.00	39.2	38.2	37.2			
38.2	37.2	36.2	38.0	0.00	0.00	38.2	37.2	36.2	38.0	0.00	0.00	38.2	37.2	36.2			
37.2	36.2	35.2	37.0	0.00	0.00	37.2	36.2	35.2	37.0	0.00	0.00	37.2	36.2	35.2			
36.2	35.2	34.2	36.0	0.00	0.00	36.2	35.2	34.2	36.0	0.00	0.00	36.2	35.2	34.2			
35.2	34.2	33.2	35.0	0.00	0.00	35.2	34.2	33.2	35.0	0.00	0.00	35.2	34.2	33.2			
34.2	33.2	32.2	34.0	0.00	0.00	34.2	33.2	32.2	34.0	0.00	0.00	34.2	33.2	32.2			
33.2	32.2	31.2	33.0	0.00	0.00	33.2	32.2	31.2	33.0	0.00	0.00	33.2	32.2	31.2			
32.2	31.2	30.2	32.0	0.00	0.00	32.2	31.2	30.2	32.0	0.00	0.00	32.2	31.2	30.2			
31.2	30.2	29.2	31.0	0.00	0.00	31.2	30.2	29.2	31.0	0.00	0.00	31.2	30.2	29.2			
30.2	29.2	28.2	30.0	0.00	0.00	30.2	29.2	28.2	30.0	0.00	0.00	30.2	29.2	28.2			
29.2	28.2	27.2	29.0	0.00	0.00	29.2	28.2	27.2	29.0	0.00	0.00	29.2	28.2	27.2			
28.2	27.2	26.2	28.0	0.00	0.00	28.2	27.2	26.2	28.0	0.00	0.00	28.2	27.2	26.2			
27.2	26.2	25.2	27.0	0.00	0.00	27.2	26.2	25.2	27.0	0.00	0.00	27.2	26.2	25.2			
26.2	25.2	24.2	26.0	0.00	0.00	26.2	25.2	24.2	26.0	0.00	0.00	26.2	25.2	24.2			
25.2	24.2	23.2	25.0	0.00	0.00	25.2	24.2	23.2	25.0	0.00	0.00	25.2	24.2	23.2			
24.2	23.2	22.2	24.0	0.00	0.00	24.2	23.2	22.2	24.0	0.00	0.00	24.2	23.2	22.2			
23.2	22.2	21.2	23.0	0.00	0.00	23.2	22.2	21.2	23.0	0.00	0.00	23.2	22.2	21.2			
22.2	21.2	20.2	22.0	0.00	0.00	22.2	21.2	20.2	22.0	0.00	0.00	22.2	21.2	20.2			
21.2	20.2	19.2	21.0	0.00	0.00	21.2	20.2	19.2	21.0	0.00	0.00	21.2	20.2	19.2			
20.2	19.2	18.2	20.0	0.00	0.00	20.2	19.2	18.2	20.0	0.00	0.00	20.2	19.2	18.2			
19.2	18.2	17.2	19.0	0.00	0.00	19.2	18.2	17.2	19.0	0.00	0.00	19.2	18.2	17.2			
18.2	17.2	16.2	18.0	0.00	0.00	18.2	17.2	16.2	18.0	0.00	0.00	18.2	17.2	16.2			
17.2	16.2	15.2	17.0	0.00	0.00	17.2	16.2	15.2	17.0	0.00	0.00	17.2	16.2	15.2			
16.2	15.2	14.2	16.0	0.00	0.00	16.2	15.2	14.2	16.0	0.00	0.00	16.2	15.2	14.2			
15.2	14.2	13.2	15.0	0.00	0.00	15.2	14.2	13.2	15.0	0.							

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS		THURSDAY AUGUST 1 1991										WEDNESDAY JULY 31 1991										DOLLAR INDEX	
Figures in parentheses show number of lines of stock	US Dollar Index	Day's Change %	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	Local % chg on day	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	1991 High	1991 Low	Year ago percent							
Australia (80)	148.11	+0.5	132.06	129.74	138.29	127.44	+0.5	5.05	148.41	130.58	126.85	134.84	128.79	149.11	112.74	151.04							
Austria (26)	127.87	+0.4	155.54	152.82	180.52	159.97	+0.1	1.73	148.98	153.87	151.84	158.66	158.29	222.37	167.00	275.78							
Belgium (18)	126.63	+0.1	114.13	112.12	117.78	114.73	+0.3	5.14	128.98	113.48	111.87	119.21	114.34	151.20	121.73	158.06							
Canada (117)	139.86	+0.1	123.87	121.68	122.82	116.51	-0.1	3.24	139.83	122.91	121.35	126.80	116.85	142.27	126.49	148.33							
Denmark (375)	255.19	+0.5	226.01	221.02	233.24	235.85	+0.8	1.50	264.08	223.51	220.25	230.44	233.64	270.59	217.74	274.73							
Finland (16)	99.30	+0.3	94.82	94.80	95.45	96.00	+0.2	3.70	100.00	96.00	96.00	96.00	96.00	96.00	96.00	96.00							
France (109)	149.04	+0.1	114.20	112.38	118.05	121.02	-0.4	3.67	128.44	113.89	112.37	112.47	120.51	152.28	120.80	158.65							
Germany (109)	106.44	-0.9	92.47	92.63	97.29	97.29	-0.2	2.51	107.43	94.52	93.28	97.46	97.46	125.35	102.03	140.30							
Hong Kong (55)	168.32	+0.3	140.07	140.45	153.85	157.75	+0.4	4.14	167.78	147.62	146.86	152.22	167.16	188.75	119.82	141.74							
Ireland (15)	133.33	-1.3	135.80	134.42	140.14	142.05	-0.8	3.32	155.38	138.71	134.80	140.93	143.14	162.46	138.85	178.44							
Italy (77)	174.04	+0.0	174.51	171.40	169.45	167.48	+0.8	3.12	174.33	165.93	165.93	172.66	165.93	202.77	165.93	184.36							
Japan (44)	121.84	-0.6	116.76	114.14	120.51	114.71	-0.4	1.74	132.96	116.72	115.15	120.36	115.17	146.87	118.35	136.97							
South Africa (89)	225.84	-0.2	200.02	196.50	206.41	242.28	+0.3	2.78	226.35	198.18	196.51	205.35	242.92	247.78	182.83	245.55							
Mexico (18)	1159.78	+1.1	1009.45	991.73	1014.74	3757.84	+1.1	1.45	1127.87	992.38	979.23	1063.28	5719.57	1152.58	534.45	558.40							
Netherlands (31)	139.15	+0.0	123.24	121.78	121.78	125.82	+0.7	4.26	139.18	122.48	120.23	126.27	124.82	145.73	120.78	145.73							
New Zealand (14)	48.10	-0.3	42.60	41.55	44.67	45.07	-0.5	6.51	41.57	41.57	41.57	41.57	41.57	41.57	41.57	41.57							
Norway (32)	196.06	-0.7	174.51	171.40	180.15	180.15	-0.2	1.80	197.95	174.17	171.86	179.59	183.30	223.24	182.24	272.95							
Singapore (39)	196.06	-0.7	174.51	171.40	180.15	180.15	-0.2	1.80	197.95	174.17	171.86	179.59	183.30	223.24	182.24	272.95							
South Africa (89)	247.87	+1.4	219.52	216.66	228.54	274.50	+1.1	3.11	244.51	215.14	212.28	221.82	274.50	258.65	179.85	258.65							
Spain (54)	147.72	+0.6	130.83	126.53	130.31	122.59	+0.7	4.38	148.67	129.23	127.32	133.24	121.78	171.12	131.61	177.31							
Sweden (57)	182.61	+0.6	170.87	167.50	175.05	181.21	+1.0	2.45	191.38	165.17	163.83	173.68	201.00	146.89	120.77	146.89							
Switzerland (38)	92.43	-0.1	81.98	81.98	87.96	87.96	-0.1	4.38	91.86	81.86	81.86	84.42	107.17	100.47	105.21	105.21							
United Kingdom (240)	158.88	-0.5	132.06	129.74	138.29	127.44	-0.1	4.79	174.13	133.21	131.51	157.96	156.96	196.27	128.84	172.88							
USA (826)	158.88	-0.2	138.94	136.51	143.39	135.88	-0.2	3.09	157.15	138.27	136.44	142.57	157.15	158.24	125.95	158.24							
Australia (80)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe (833)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Nordic (112)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Spain (54)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
North America (151)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Pacific (654)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
North America (151)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Pacific (654)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41	+0.2	3.67	137.13	120.66	118.90	124.41	123.15	151.25	125.50	154.48							
Europe Ex. UK (364)	138.60	-0.4	120.99	118.66	124.96	123.41</																	

WORLD TELECOMMUNICATIONS

The FT proposes to publish this survey on
October 7 1991.
72 % of Chairmen, Managing Directors and Board
Directors of Britains 500 largest companies read the
FT. If you want to reach this important audience, call
Alison Goodman on
071 873 4148
or fax 071 873 3062.

Data source: MORI - Captains of Industry Survey 1990

FT SURVEYS

● Latest Share Prices are available on FT Cityline. Calls charged at 34p/minute cheap rate and 45p/minute at all other times. To obtain your free Share Code Booklet ring 071-925-212.

هَذَا مِنْ أَهْلِ

● Latest Share Prices are available on FT Cityline. Calls charged at 34p/minute cheap rate and 45p/minute at all other times. To obtain your free Share Code Booklet ring 071-925-2128

[illegible][illegible][illegible]

cover related to previous dividend or forecast.
dividend or reorganization in progress.
Not comparable.
Same interim; reduced final and/or reduced interim.
Forecast dividend; covered based on earnings updated by interim statement.
Covered based on covering of shares not now ranking for dividends or making only for restricted dividend.
Covered but does not allow for shares which may also rank for dividends.
No par value.
1978-79, 1979-80, 1980-81, 1981-82, 1982-83, 1983-84, 1984-85, 1985-86, 1986-87, 1987-88, 1988-89, 1989-90, 1990-91, 1991-92, 1992-93, 1993-94, 1994-95, 1995-96, 1996-97, 1997-98, 1998-99, 1999-00, 2000-01, 2001-02, 2002-03, 2003-04, 2004-05, 2005-06, 2006-07, 2007-08, 2008-09, 2009-10, 2010-11, 2011-12, 2012-13, 2013-14, 2014-15, 2015-16, 2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23, 2023-24, 2024-25, 2025-26, 2026-27, 2027-28, 2028-29, 2029-30, 2030-31, 2031-32, 2032-33, 2033-34, 2034-35, 2035-36, 2036-37, 2037-38, 2038-39, 2039-40, 2040-41, 2041-42, 2042-43, 2043-44, 2044-45, 2045-46, 2046-47, 2047-48, 2048-49, 2049-50, 2050-51, 2051-52, 2052-53, 2053-54, 2054-55, 2055-56, 2056-57, 2057-58, 2058-59, 2059-60, 2060-61, 2061-62, 2062-63, 2063-64, 2064-65, 2065-66, 2066-67, 2067-68, 2068-69, 2069-70, 2070-71, 2071-72, 2072-73, 2073-74, 2074-75, 2075-76, 2076-77, 2077-78, 2078-79, 2079-80, 2080-81, 2081-82, 2082-83, 2083-84, 2084-85, 2085-86, 2086-87, 2087-88, 2088-89, 2089-90, 2090-91, 2091-92, 2092-93, 2093-94, 2094-95, 2095-96, 2096-97, 2097-98, 2098-99, 2099-00, 2100-01, 2101-02, 2102-03, 2103-04, 2104-05, 2105-06, 2106-07, 2107-08, 2108-09, 2109-10, 2110-11, 2111-12, 2112-13, 2113-14, 2114-15, 2115-16, 2116-17, 2117-18, 2118-19, 2119-20, 2120-21, 2121-22, 2122-23, 2123-24, 2124-25, 2125-26, 2126-27, 2127-28, 2128-29, 2129-30, 2130-31, 2131-32, 2132-33, 2133-34, 2134-35, 2135-36, 2136-37, 2137-38, 2138-39, 2139-40, 2140-41, 2141-42, 2142-43, 2143-44, 2144-45, 2145-46, 2146-47, 2147-48, 2148-49, 2149-50, 2150-51, 2151-52, 2152-53, 2153-54, 2154-55, 2155-56, 2156-57, 2157-58, 2158-59, 2159-60, 2160-61, 2161-62, 2162-63, 2163-64, 2164-65, 2165-66, 2166-67, 2167-68, 2168-69, 2169-70, 2170-71, 2171-72, 2172-73, 2173-74, 2174-75, 2175-76, 2176-77, 2177-78, 2178-79, 2179-80, 2180-81, 2181-82, 2182-83, 2183-84, 2184-85, 2185-86, 2186-87, 2187-88, 2188-89, 2189-90, 2190-91, 2191-92, 2192-93, 2193-94, 2194-95, 2195-96, 2196-97, 2197-98, 2198-99, 2199-00, 2200-01, 2201-02, 2202-03, 2203-04, 2204-05, 2205-06, 2206-07, 2207-08, 2208-09, 2209-10, 2210-11, 2211-12, 2212-13, 2213-14, 2214-15, 2215-16, 2216-17, 2217-18, 2218-19, 2219-20, 2220-21, 2221-22, 2222-23, 2223-24, 2224-25, 2225-26, 2226-27, 2227-28, 2228-29, 2229-30, 2230-31, 2231-32, 2232-33, 2233-34, 2234-35, 2235-36, 2236-37, 2237-38, 2238-39, 2239-40, 2240-41, 2241-42, 2242-43, 2243-44, 2244-45, 2245-46, 2246-47, 2247-48, 2248-49, 2249-50, 2250-51, 2251-52, 2252-53, 2253-54, 2254-55, 2255-56, 2256-57, 2257-58, 2258-59, 2259-60, 2260-61, 2261-62, 2262-63, 2263-64, 2264-65, 2265-66, 2266-67, 2267-68, 2268-69, 2269-70, 2270-71, 2271-72, 2272-73, 2273-74, 2274-75, 2275-76, 2276-77, 2277-78, 2278-79, 2279-80, 2280-81, 2281-82, 2282-83, 2283-84, 2284-85, 2285-86, 2286-87, 2287-88, 2288-89, 2289-90, 2290-91, 2291-92, 2292-93, 2293-94, 2294-95, 2295-96, 2296-97, 2297-98, 2298-99, 2299-00, 2300-01, 2301-02, 2302-03, 2303-04, 2304-05, 2305-06, 2306-07, 2307-08, 2308-09, 2309-10, 2310-11, 2311-12, 2312-13, 2313-14, 2314-15, 2315-16, 2316-17, 2317-18, 2318-19, 2319-20, 2320-21, 2321-22, 2322-23, 2323-24, 2324-25, 2325-26, 2326-27, 2327-28, 2328-29, 2329-30, 2330-31, 2331-32, 2332-33, 2333-34, 2334-35, 2335-36, 2336-37, 2337-38, 2338-39, 2339-40, 2340-41, 2341-42, 2342-43, 2343-44, 2344-45, 2345-46, 2346-47, 2347-48, 2348-49, 2349-50, 2350-51, 2351-52, 2352-53, 2353-54, 2354-55, 2355-56, 2356-57, 2357-58, 2358-59, 2359-60, 2360-61, 2361-62, 2362-63, 2363-64, 2364-65, 2365-66, 2366-67, 2367-68, 2368-69, 2369-70, 2370-71, 2371-72, 2372-73, 2373-74, 2374-75, 2375-76, 2376-77, 2377-78, 2378-79, 2379-80, 2380-81, 2381-82, 2382-83, 2383-84, 2384-85, 2385-86, 2386-87, 2387-88, 2388-89, 2389-90, 2390-91, 2391-92, 2392-93, 2393-94, 2394-95, 2395-96, 2396-97, 2397-98, 2398-99, 2399-00, 2400-01, 2401-02, 2402-03, 2403-04, 2404-05, 2405-06, 2406-07, 2407-08, 2408-09, 2409-10, 2410-11, 2411-12, 2412-13, 2413-14, 2414-15, 2415-16, 2416-17, 2417-18, 2418-19, 2419-20, 2420-21, 2421-22, 242

the following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

[illegible][illegible]

Cable	13		
Watts & Spencer	21		
Wheat St.	18		
W.D.	27	Lauro	21
Wool Check	19	RTZ	48
		Mines	

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Craig & Rose GL	640		
Finlay Pigs 50	28		
Holt Lead 250	1978		

IRISH			
IRG	35		
United Drug	130	+15	
	170	+5	

3-month call rates		
RHM	all other rates of ten countries are	28
Rank Org Ord	Rank Org Ord	63
Rateers	Rateers	17

Barclays	23
Blue Circle	15
Boots	60
Bowaters	19
Brit Aerospace	40

6
 20
 48
 17
 88

Mount Leigh
 82
 115

Legal & Gen.	36	44
at Service	29	2
Joy's Bank	38	39
near Inds.	13	

This service is available to companies whose shares are regularly traded in the United Kingdom for a fee of £1.50 a year for each

Decision referred to PLO after Baker holds 4½-hour discussion with leaders

Palestinians hold out on peace talks

By Victor Mallet in Jerusalem

MR JAMES BAKER, US secretary of state, failed to persuade Palestinian leaders to agree immediately to a Middle East peace conference tentatively scheduled for October in spite of four hours of talks yesterday at the US consulate in Jerusalem.

The Palestinians - Mr Faisal Husseini, Mr Hanan Ashrawi and Mr Zakaria Agha - have referred the matter to the Palestine Liberation Organisation (PLO) for a decision which they said would be made within days. The PLO, Mr Ashrawi said, had a "positive inclination" towards the conference, but several issues had yet to be resolved.

Mr Baker, who flew on to Jordan for talks with King Hussein, received a qualified agreement to attend the conference from the Israeli government on Thursday, and yesterday President George Bush said the US and the Soviet Union were close to convening the meeting.

Israel insists that the proposed Jordanian-Palestinian delegation to the conference should exclude members of the PLO and residents of Arab East Jerusalem.

But Palestinians do not accept Israel's right to choose other delegations, nor do they see why the US should guarantee the exclusion of East Jerusalem.

"However, they [the Americans] trust that the Palestinians will understand the constraints within which the whole process is operating and will use the utmost responsibility... in putting together a negotiating team."

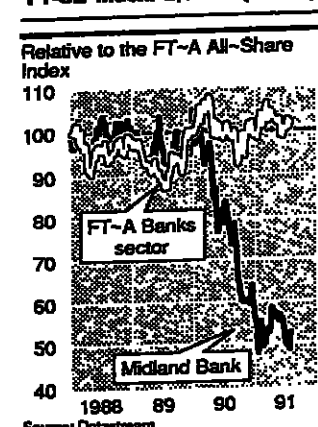
President Bush and Mr Baker urged the Palestinians to seize the opportunity of a peace conference. "I call upon Israel and the Palestinians to clear away the remaining obstacles and seize this truly historic opportunity for peace," said Mr Bush.

His words were echoed by a senior US official on Mr Baker's plane to Amman, who described yesterday's Jerusalem talks as detailed but inconclusive. "History is replete with Palestinian rejection of prior opportunities," he said. "I think they understand they have the most to gain from a process and stand to lose if a process does not develop."

The Palestinians argue that it is Israel rather than the PLO which has put obstacles in the way of immediate Palestinian acceptance.

Both the Israelis and the Palestinians are seeking memoranda from Mr Baker in writing to confirm US acceptance of their various pre-conditions for taking part in the conference.

FT-SE Index: 2,601.7 (+10.0)



competition in the energy market at stake, it is not surprising that negotiations have been bitter.

Yesterday's offer by British Gas to keep prices down to 18p a therm is likely to be acceptable to Mr McKinnon of Ofgas as far as it goes. He may be less happy about threats to limit supply if existing customers are damaged. For shareholders, it all seems a bit of a sideshow, given that the new power users will be a tiny part of the business. These days, though, it is never smart to antagonise the regulator.

UK insurance

This week's interim results from the banks have been depressing enough, but at least most of them made a profit. The same is unlikely to be true of the UK insurance in the first half of this year. Starting with Commercial Union next Wednesday, the leading companies will announce losses at least as savage as those chalked up in the same period of 1990 and, in three cases, the figures could be a lot worse.

The sector's 10 per cent underperformance since March demonstrates that, to some extent at least, investors have anticipated the bad news. They would be unwise to assume, though, that the tide is about to turn. Whereas last year's unprecedentedly bad figures were attributed to the weather - which so far this year has been comparatively mild - the main worry for the companies at the moment is a rapidly rising trend in claims. Recent statistics from the Association of British Insurers, for example, revealed that theft claims jumped 34 per cent over the last year, while the amount paid out for fire damage was up by a quarter. Premium rates, meanwhile, though having risen significantly on some personal lines business, appear to rise only gently, if at all, because of the fierce competition for commercial customers.

The rapidly rising number of repossessions also makes one wonder what horrors may be about to tumble out of the insurers' mortgage guarantee business. But the real concern is what damage two terrible years - or three if you accept Morgan Stanley's dire forecast that pre-tax losses will also be reported in 1992 - is doing to balance sheets. Royal is weakest in this respect, but at least it is shrinking the business. On the other hand, are unlikely to be realised without a rights issue.

Reg Vardy takes on a Nissan franchise

By John Griffiths

REG VARDY, which operates a chain of 17 car dealerships in north-west England, yesterday became the first official franchisee of Nissan Motor (GB), the Japanese manufacturer's distribution company for its own cars that will take over from Mr Octav Botnar's Nissan UK (NUK) on January 1.

Vardy's plans to set up a string of Nissan dealerships were disclosed only two days after NUK, which has distributed Nissan's cars for the past 20 years, lost a decisive legal battle to stop the Japanese car maker severing ties with it at the end of this year.

Vardy, which is quoted on the London Stock Exchange, is believed to be only the first of a lengthening queue of large publicly-quoted dealer groups ready to sign up to sell Nissans as part of the new distribution system. Few chose to take on the Nissan franchise while it remained with NUK because of the two companies' bitter relationship in recent years.

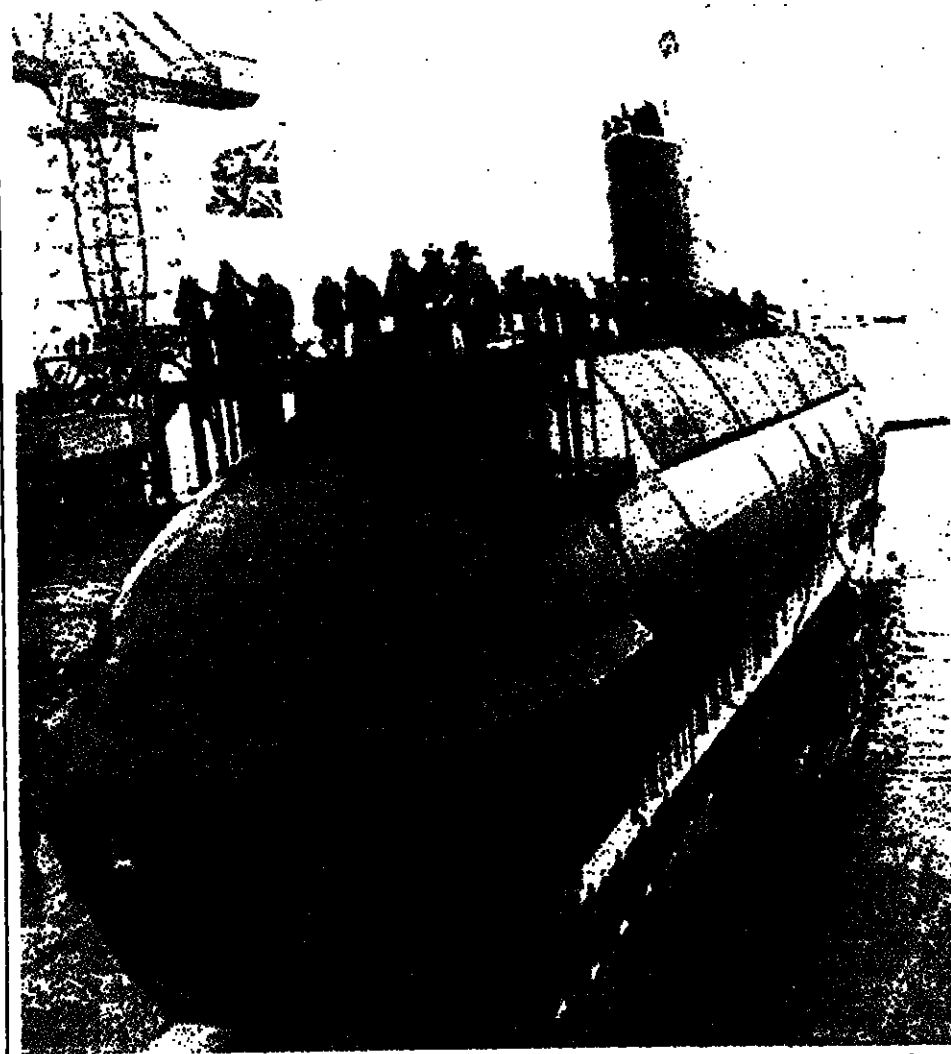
They are expected to play a crucial role in what Nissan intends to be an expansion of sales in the UK well beyond current levels. Nissan hopes to move rapidly to a 10 per cent market share once the new network is established.

This would be a sharp rise in Nissan's share of UK sales, which has dropped to less than 3 per cent - half its customary level - as a result of the breakdown in relations between Nissan and NUK.

Mr Peter Vardy, Vardy's chairman, said last night: "The Nissan opportunity is a fantastic one, and we see taking on the Toyota and Honda franchises as well, once production starts."

Nissan Motor would not name other publicly-quoted groups with which it is negotiating, but said "the majority" of over 100 privately-owned Nissan dealers wanted to join the new network.

Yesterday's developments came as car dealers throughout the country continued to express surprise at the strength of sales so far in August, after earlier fears that they could be down by up to one-third on last year. Dealers as far apart as Romford, Essex, and Glasgow reported sales as being at least up to last year's levels and in some cases substantially higher.



Sinking feeling: Upholder's launch at Vickers shipyard after being dogged by delay

Commons report torpedoes Upholder submarine design

By Andrew Jack

THE COMMONS select committee on defence yesterday came up with some embarrassing findings about the Upholder class submarine programme, but drew a discreet veil of understatement over them.

The all-party committee's report referred to the Ministry of Defence's arguments at one point as "not entirely convincing", and at another point said the design arrangements "contained the classic ingredients for problems".

Understatement had been the name during the hearings. Summing up the experience of the Upholder, Mr Brian Hawtin, a naval under-secretary at the MoD, said: "I would not wish to pretend it was a total success story."

Mr Hawtin was referring to a submarine programme which

is 240m over budget, three years late and whose vessels leak when its torpedoes are fired.

Upholder is the first of its class, and has three sisters. Unseen, the second, is 17 months behind schedule. Of the others, Ursula needs modifications and Unicorn is still being built.

The report points the finger at the MoD, saying it seemed unsure of how many submarines it originally intended to build. It also, says the report, did not review its design process as it went along. Above all, it failed to restrain the Royal Navy from having its way, and ended up with ships that were too bulky and sophisticated to attract any export orders.

During testing, Upholder's torpedo tubes lost their "watertight integrity," says the report. VSEL, the shipbuilders, blamed the MoD, which was supposed to control overall design. The MoD, in turn, blamed the Admiralty Research Establishment.

"Many of the lessons from the Upholder class submarine project appear already to have been learned," the committee concluded, effectively letting the MoD off the hook.

A more painful reprimand faces GEO-Marconi. The MoD said it is pursuing damages for faults in the propulsion system. "MoD's aim is to recover as much of the 25m extra costs as possible. We shall see," the report remarks.

However, Dr Ian MacBeath, chairman of GEO-Marconi, said last night that he knew nothing of the MoD's claim until three months ago.

When British Gas raised its prices, Ofgas forced it to continue negotiations with companies planning to build two power stations - Thames Power and a Mobil-Eastern Electricity joint venture.

The company said yesterday it had failed to settle the complex issues surrounding the supply of gas to these two projects before announcing the new schedule. But it said discussions were continuing as a separate matter.

Ofgas greeted yesterday's announcement with some scepticism: "We've yet to see the colour of their money," said Mr Malcolm Keny, deputy director of Ofgas. "We've had so many false starts on this."

The regulator contends that there is more gas available for power generation if only British Gas becomes more flexible in its approach to the market. British Gas has called this view "totally unrealistic".

Gas prices to be cut for power generators

By Deborah Hargreaves

BRITISH GAS will lower gas prices for its power station customers next week. The decision, announced yesterday, is expected to bring the price of gas down to about 18p a therm. The move will partly reverse a 35 per cent price rise made in March which sparked a row between the utility, its customers and the regulator, the Office of Gas Supply (Ofgas), and threatened to end in a complex legal battle.

The announcement followed an ultimatum by Ofgas which said it would force the company to reduce prices. British Gas says it will discuss the new price schedule with Ofgas on Monday and, if it is approved, details will be published by the end of the week.

The new schedule will then come into force in 1995 when many of the UK's independent power generating projects are planned to come on stream. British Gas had tried to stem demand from this sector of the market by raising prices from 18p a therm to 22p a therm in March after it had been inundated with calls for gas.

British Gas said yesterday the new schedule would offer a "market-related price" and "as much flexibility as possible" to its customers. It would incorporate safeguards to avoid damage to existing customers if demand threatened to outstrip supplies. This means the company could allocate only a specific amount of gas to the power station market, triggering another price rise once this gas is sold.

Mr Cedric Brown, senior managing director of British Gas, said: "Although the bottleneck on available supplies to British Gas will ease in 1995 we shall still need to adjust the amount of gas we sell to the power generation market to reflect the supplies coming forward."

British Gas said the constraint on supplies would be "reviewed regularly and adjusted to balance supply and demand." The company said it had never planned to supply gas to more than a quarter of a third of the power generation market. It was faced with demand from companies planning to build 18 power plants in the UK when it raised prices 5 months ago.

When British Gas raised its prices, Ofgas forced it to continue negotiations with companies planning to build two power stations - Thames Power and a Mobil-Eastern Electricity joint venture.

The company said yesterday it had failed to settle the complex issues surrounding the supply of gas to these two projects before announcing the new schedule. But it said discussions were continuing as a separate matter.

Ofgas greeted yesterday's announcement with some scepticism: "We've yet to see the colour of their money," said Mr Malcolm Keny, deputy director of Ofgas. "We've had so many false starts on this."

The regulator contends that there is more gas available for power generation if only British Gas becomes more flexible in its approach to the market. British Gas has called this view "totally unrealistic".

Midland

Continued from Page 1

go up. There was still "some upside potential" in margins, he said.

Midland rejected any suggestion that its well-publicised difficulties had undermined confidence and caused a loss of deposits. Mr Pearce said there had been no withdrawals.

Both Sir Peter and Mr Pearce stressed the fact that Midland's

results would have shown a distinct improvement, but for the rise in bad debts. The underlying business showed an upward trend, and they were confident the bank could get back into profit, although they were reluctant to forecast when.

Midland's share price closed up 21p on the day at 228p.

Croatia

Continued from Page 1

zones" in Slavonija, eastern Croatia, and near the region of Krajina, in south-west Croatia.

Mr Tudjman has already said that Croatia lacks the weapons to fight a total war against Serbian rebels from Croatia, who have the support of the federal army.

Mr Genscher criticised the Yugoslav army and "the political forces behind it."

He said that the attempt of Serbian groups to re-draw the internal map of Yugoslavia could not be justified, and accused the army of supporting such groups.

CHIEF PRICE CHANGES YESTERDAY

FRANKFURT (Dm)			
Ries			
Industrie Werke	315	+ 7.5	
Falke			
AMB	908	- 12	
Alfanz	338	- 35	
Deussa	334.8	- 5.2	
Scherer	792.5	- 11.5	
NEW YORK (\$)			
Ries			
McCaw Cellular	25 1/4	+ 1	
US-Markhorst	27 1/4	+ 1 1/4	
Falke			
General Re	68	- 2 1/4	
McDonnell Dgls	54 1/4	- 2 1/4	
PARIS (FFr)			
Ries			
Havas	485.5	+ 16.6	

New York prices at 12.30.

LONDON (Pence)			
Ries			
API	126	+ 8	
Dale Elect	74	+ 7	
WIP	165	+ 15	
Micro Focus	1648	+ 148	
Midland Bank	228	+ 21	
NavWest Bank	33	+ 4	
Norwin Elect	34	+ 4	
Speyhawk	38	+ 3	
Sun Life	1110	+ 37	
Tellos	63	+ 7	

WORLDWIDE WEATHER

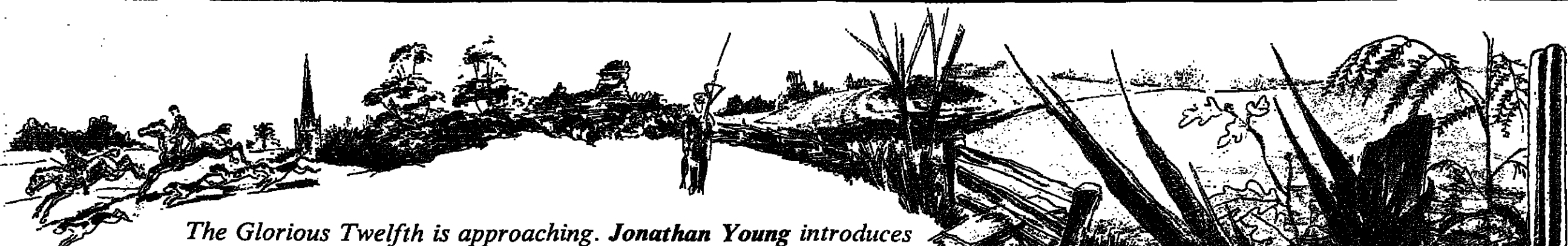
Today: A cloudy and showery start over much of Britain will be followed by drier and clearer conditions, except in the extreme south-west. It will be bright throughout the day in some eastern regions. Cautious: Mostly dry with sunny periods; some showers in Scotland and Northern Ireland.

London	18	SW 12	Partly	Paris	16	SW 10	Partly	Amsterdam	15	SW 10	Partly
Birmingham	17	SW 12	Partly	Berlin	14	SW 10	Partly	Moscow	12	SW 10	Partly
Manchester	16	SW 12	Partly	Stockholm	10	SW 10	Partly	Helsinki	11	SW 10	Partly
Cardiff	15	SW 12	Partly	Oslo	9	SW 10	Partly	Toronto	14	SW 10	Partly
Edinburgh	14	SW 12	Partly	Winnipeg	13	SW 10	Partly	Calgary	12	SW 10	Partly
Glasgow	13	SW 12	Partly	Regina	11	SW 10	Partly	Saskatoon	10	SW 10	Partly
Newcastle	12	SW 12	Partly	Winnipeg	9	SW 10	Partly	Edmonton	8	SW 10	Partly
Sheffield	11	SW 12	Partly	Winnipeg	7	SW 10	Partly	Calgary	6	SW 10	Partly
Nottingham	10	SW 12	Partly	Winnipeg	5	SW 10	Partly	Edmonton	4	SW 10	Partly
Leeds	9	SW 12	Partly	Winnipeg	3	SW 10	Partly	Calgary	2	SW 10	Partly
Bradford	8	SW 12	Partly	Winnipeg	1	SW 10	Partly	Edmonton	0	SW 10	Partly
York	7	SW 12	Partly	Winnipeg	-1	SW 10	Partly	Calgary	-2	SW 10	Partly
Doncaster	6	SW 12	Partly	Winnipeg	-3	SW 10	Partly	Edmonton	-4	SW 10	Partly
Sheff Hallam	5	SW 12	Partly	Winnipeg	-5	SW 10	Partly	Calgary	-6	SW 10	Partly
Wakefield	4	SW 12	Partly	Winnipeg	-7	SW 10	Partly	Edmonton	-8	SW 10	Partly
Thames Valley	3	SW 12	Partly	Winnipeg	-9	SW 10	Partly	Calgary	-10	SW 10	Partly
Reading	2	SW 12	Partly	Winnipeg	-11	SW 10	Partly	Calgary	-12	SW 10	Partly
Brighton	1	SW 12	Partly	Winnipeg	-13	SW 10	Partly	Calgary	-14	SW 10	Partly
Exeter	0	SW 12	Partly	Winnipeg	-15	SW 10	Partly	Calgary	-16	SW 10	Partly
Cardiff	-1	SW 12	Partly	Winnipeg	-17	SW 10	Partly	Calgary	-18	SW 10	Partly
Edinburgh	-2	SW 12	Partly	Winnipeg	-19	SW 10	Partly	Calgary	-20	SW 10	Partly
Glasgow	-3	SW 12	Partly	Winnipeg	-21	SW 10	Partly	Calgary	-22	SW 10	Partly
Newcastle	-4	SW 12	Partly	Winnipeg	-23	SW 10	Partly	Calgary	-24	SW 10	Partly
Sheffield	-5	SW 12	Partly	Winnipeg	-25	SW 10	Partly	Calgary	-26	SW 10	Partly
Nottingham	-6	SW 12	Partly	Winnipeg	-27	SW 10	Partly	Calgary	-28	SW 10	Partly
Leeds	-7	SW 12	Partly	Winnipeg	-29	SW 10	Partly	Calgary	-30	SW 10	Partly
Bradford	-8	SW 12	Partly	Winnipeg	-31	SW 10	Partly	Calgary	-32	SW 10	Partly
York	-9	SW 12	Partly	Winnipeg	-33	SW 10	Partly	Calgary	-34	SW 10	Partly
Doncaster	-10	SW 12	Partly	Winnipeg	-35	SW 10	Partly	Calgary	-36	SW 10	Partly
Sheff Hallam	-11	SW 12	Partly	Winnipeg	-37	SW 10	Partly	Calgary	-38	SW 10	Partly
Wakefield	-12	SW 12	Partly	Winnipeg	-39	SW 10	Partly	Calgary	-40	SW 10	Partly
Thames Valley	-13	SW 12	Partly	Winnipeg	-41	SW 10	Partly	Calgary	-42	SW 10	Partly
Reading	-14	SW 12	Partly	Winnipeg	-43	SW 10	Partly	Calgary	-44	SW 10	Partly
Brighton	-15	SW 12	Partly	Winnipeg	-45	SW 10	Partly	Calgary	-46	SW 10	Partly
Exeter	-16	SW 12	Partly	Winnipeg	-47	SW 10	Partly	Calgary	-48	SW 10	Partly
Cardiff	-17	SW 12	Partly	Winnipeg	-49	SW 10	Partly	Calgary	-50	SW 10	Partly
Edinburgh	-18	SW 12	Partly	Winnipeg	-51	SW 10	Partly	Calgary	-52	SW 10	Partly
Glasgow	-19	SW 12	Partly	Winnipeg	-53	SW 10	Partly	Calgary	-54	SW 10	Partly
Newcastle	-20	SW 12	Partly	Winnipeg	-55	SW 10	Partly	Calgary	-56	SW 10	Partly

Weekend FT

SECTION II

Weekend August 3/ August 4 1991



The Glorious Twelfth is approaching. Jonathan Young introduces a special issue on field sports by arguing that breeding birds for sporting slaughter plays a vital part in their conservation

Grouse — shooting them to save them

ON AUGUST 12, Britain's moorlands will be chequered with squares of men engaged in manoeuvres as precise as Wellington's at Waterloo. The grouse season is about to start.

The campaign starts at 9am as the heat blends the acrid smell of peat with the dusty scent of heather. Two miles away an army of beaters — fit T-shirted youths — is marshalled into straight lines by gamekeepers. Explores purple as the heather wing off into the hills.

Gunmen are crouched in the butts, a Maginot line of eight stone-built horse-shoes topped with furs stretching down the hill. They shuffle, adjust their feet and practice mounting their guns on imaginary grouse cutting over the fold of hill 60 yards in front. Thirty yards either side other guns perform the same ritual.

Way behind the guns a cock grouse rises and croaks its oddity apt call, *go back, go back*, at the flat-coated retrievers, under the command of the picker-up, taking station to gather the bag after the drive. All eight guns' heads bob down as the single bird flicks unconcerned over the end butt. Thirty yards in front it changes shape, from arrow to ball, and tumbles to the heather. The roll of the shot follows.

Nothing further happens for three-quarters of an hour. The skies cloud and chill, tensions ebb and attention wanders. Guns are laid carefully on the butt wall and out comes the flask and chocolate. Now, inevitably, is the moment the grouse choose to lift.

About 30 birds skim towards the centre butt. Their speed is such that you must decide to shoot them 55 yards out; by the time you have fired and the shot is on its way, the birds will be 35 yards in front — the optimum killing range.

The stamp of a fine shot is the ability to shoot the birds in the head, in front. A first-class exponent will shoot two grouse in front, and two behind the line. Most guns are delighted with a cartridge-to-kills ratio of one-to-three.

Grouse fly fast, caressing the contours

of the hill, slip-streaming in the updraughts. A pheasant, the staple quarry of the shooting man, will clatter through the beechwoods, crowing his arrival over the guns. He stays high up, clear against the sky — a well-defined target. The red grouse — *Lagopus lagopus scoticus* — is a demure native with a low profile which blends with his surroundings. He is a wild element of wild places.

Such places grow ever more scarce. Once Britain's uplands were covered in purple heather; it has been estimated that at the beginning of this century there were 7.4m acres of suitable moorland for grouse in Scotland, 2.5m in Ireland and another 2.5m in England. Today, after years of economic progress, only 3m acres remain. Grouse numbers have fallen accordingly.

Their salvation lies not in protection — but in shooting them.

Grouse do not live long naturally. Two out of three die before they are one year old. If they do not establish territories, they are dead within a few months, having been pushed on to poor moorland by other birds. Their lives are even briefer if they are shot, but more valuable. A 200-brace day will cost eight guns £1,000 each, plus VAT. One day last season an especially accurate party of guns coincided with an especially good show of grouse. The bill for that day came to £40,000 for eight people (lunch was included).

A day's shooting is priced according to the size of the bag. Each driven grouse costs £40 to shoot, compared with £17 for a pheasant. The difference reflects the grouse's unique sporting qualities and restricted range: it is native only to Britain and cannot be reared. Its diet consists almost entirely of young heather shoots and its territorial aggression is essential to its survival on the moor. Relative scarcity is compounded by

time. The driven grouse season is short, starting on August 12 and finishing in the first week of October. Although grouse are still legal quarry until December 10, by October the smaller family parties, coveys, have joined into great packs, hundreds strong, which sweep across the butts.

The number of moors that can produce regular 100-brace days is small, about 100, mostly in Yorkshire and Lancashire. And these are the places and the days that are most in demand from the foreign guns, according to Jonathan Kennedy, the partner in charge of Humbert's sporting department.

"Most of our overseas inquiries are from the Germans, Belgians, Italians and the Americans — particularly the Americans. They're mad keen but they are not prepared to come all the way over here unless we can set up three to five consecutive days' shooting, and that's not an easy thing to do."

There are hundreds of other moors which could produce similar sport in good years. But in a 10-year period only two years are likely to produce a good grouse harvest. Grouse populations follow a cycle of increase and decline linked to their breeding patterns, the weather, predators and parasitic diseases, such as coccidiosis and strongylosis.

Yet the overhills have to be contended with, no matter how poor the sport. Producing enough grouse for two days' driven shooting requires the year-round services of a gamekeeper at an average annual wage of £12,000, plus vehicle. A first-class moor may employ as many as seven keepers.

If moor owners cannot afford keepers because there is no grouse-shooting revenue, there are two options: plant trees or graze sheep intensively. Spruce trees ruin the moors' appearance and afford very little benefit to wildlife after the first few

years. Sheep are vital to the hill-farming economy but destroy the heather if overstocked.

Once the heather is eaten the coarser grasses invade and the purple moorland is further diminished, with consequent damage to all upland species dependent on it. These include merlins, peregrines, golden eagles, moor-nesting waders — golden plover, snipe and curlew — as well as the grouse.

Grouse not only feed on heather, they need the taller heather plants for nesting and shelter from the weather and predators. Gamekeepers burn the old heather in long, narrow strips, allowing fresh growth to emerge from the ashes. Strips maximise the boundary between new, succulent growth and dense shelter from predators.

These are many. Air attack comes from peregrines, eagles and hen harriers, which kill adult grouse, and hooded crows, which devastate nests. Ground enemies are the stoat and, worse, the fox, which takes the eggs, chicks and adults of all moor-nesting species, including the scarce merlin. Fox and crow numbers are now unnaturally high, sustained by high-calorie carrion from fallen sheep. Keepers cull them heavily, with consequent benefit to all prey species.

The environmental importance of keepest grouse moors is recognised by the Royal Society for the Protection of Birds: "Such moors provide sport and revenue for their owners and also maintain important upland bird communities," says Stuart Housden, the society's head of conservation planning. "Badly managed moors with low sporting values encourage overgrazing by sheep or conversion to conifer plantations."

The RSPB's view does not endear it to all. Chris Hall, president of the Ramblers' Association, accuses landowners of resisting claims for public access by "taking shelter behind pseudo-scientific claims made — apparently — on behalf of the

Turn to Page XVIII

The Long View/Barry Riley

Danger of a drug overdose



BY A small margin the FT-Actuaries All-Share Index has moved into all-time high ground this week, but this is a strangely low-key bull market as far as the average investor is concerned. And although the market's strength might appear to be bravely defying the recession, if you look closer you find there is a safety-first approach.

To begin with, index numbers can be deceptive. The All-Share, the broadest measure of the UK equity market, may have squeaked ahead of its old July 1987 high in nominal terms, at 1,238.75 on Monday against 1,238.57 (followed by a rather stronger surge yesterday afternoon) but inflation has marched on by a cumulative 51 per cent in the meantime. Another problem has been the patchiness of the market's advance. Much of the rise this year has been attributable to gains among a few high capitalisation leaders including British Telecom, Glaxo, Wellcome and (thanks to the intervention by Hanson) ICL. An investor holding traditional British industrial stocks has had a rather disappointing time by comparison.

The politicians proclaim that market capitalism has achieved a splendid victory over socialism. The benefits of enterprise and competition have been finally recognised in the old Eastern bloc command economies. But the London stock market tells us a subtly different story. There has been a big shift in valuation towards monopoly and semi-monopoly sectors, so that utilities alone — telephones, gas, water and electricity — account for 13 per cent of the market's aggregate value.

To some extent this reflects a search for recession-proof earnings. The same phenomenon has been apparent in pharmaceuticals, where the three top companies account for 7.5 per cent of the market. Indeed, you can argue that Glaxo's little tummy pill Zantac by itself supports 3 per cent of the capitalisation of UK equities, more than twice as much as British Steel, Courtaulds, Hawker Siddeley and British Aerospace put together. Glaxo, ringed around by

patents and selling worldwide into often monopolistic national healthcare markets, seems to offer a refuge from the fearsome price competition and demand weakness that is wreaking havoc through much of industry. But history tells us the equity market is not very good at putting a price on growth stocks. Go back to the autumn of 1982, when the British economy was struggling out of its last slump. Then it was GEC which was reaching the peak of its fortunes; briefly it was Britain's most valuable company, because it appeared to be recession-proof and it enjoyed cost-plus pricing on much of its public sector business, especially defence contracts. But today GEC has slumped to 20th in the size rankings and is shrinking on many fronts: the one-time crown jewel of British industry seems doomed to become an offshoot of Siemens. Glamorous electrical stocks accounted for 8 per cent of the All-Share Index in 1980, but about 2.5 per cent today.

The stock market is a distorting lens if you use it to view the economy. Expanding profits are given a higher rating and therefore acquire still more value. Whole sectors such as car manufacturing or consumer electronics are absent, because the British manufacturers are foreign-owned or because domestic demand is satisfied by imports. Privatisation has also helped to changed the face of the equity market in the UK. Indeed, six of the biggest 30 stocks were not quoted a decade ago, but now account for 11 per cent of value (including Wellcome and Reuters, which were floated out of the private sector).

Right now the defensive sectors are at a premium, although the stream of new equity issues has tended to spoil the effect — in food retailing, for example, where lucrative supermarket franchises may run the risk of debasement through over-investment. It is a good contrarian rule in the stock market to avoid sectors where the capital is flooding in, and to look for areas where capital shortages — and therefore above-average returns — are likely. It already looks as though the phase

of the fattened-up privatised utility is over. The swollen profits of the gas and telephone companies are squeezing the returns of the more productive sectors of the economy. Already the regulators at OFGAS and OFTEL are being forced to stiffen their *modus vivendi* formulae, and what might happen to some of these sectors under a hostile Labour government does not bear thinking about.

Certain basic predictions can be made about the future. We start from an economic position in which exports are barely covering imports even in the middle of a serious recession. If there is to be a sustainable recovery, manufacturing for export (and for import substitution) must grow more rapidly than the economy as a whole. This can only happen on a sustained basis if high levels of profitability draw capital into those sectors. In this respect the 1980s must be quite different to the 1930s, when the balance of payments went from underlying surplus to a substantial underlying deficit (only temporarily disguised by the recession), and the manufacturing sector was the sacrificial victim.

Overall, the share of profits in national income has tumbled from more than 15 per cent in 1987 to under 11 per cent, and a number of capital goods sectors have suffered cumulative profit falls of 50 per cent or more in the two years between 1989 and 1991. Clearly that is where the potential lies, although according to the number crunchers at County NatWest the capital goods group of sectors was relatively weak in the second quarter.

How and when it will happen is another matter. Devaluation is the quick way to boost manufacturers' profits, but is being ruled out. The slow method is to rely on cost-cutting and on the impact of high unemployment on pay levels, leading to a surge of productivity gains when output at last begins to pick up. And partly it may come about through better management in foreign-owned factories, which will not do British shareholders a lot of good. For the time being, in case the anxiety of watching for the upturn aggravates your ulcers, keep taking the tablets. But do not invest in them.

CONTENTS

Finance & the Family: Your children's first financial steps III

Food & Wine: Huntin', shootin', fishin' and eatin' and drinkin' VIII

How to Spend It: How to make your social life go with a bang IX

Minding Your Own Business: Corporate Hospitality XII

Travel: Pioneer fishing in South Africa XIV

Private View: Christian Tyler has a brush with a fox XVIII



Ready for August 12 — a special section on field sports, pages VII-XV and XVIII

Arts VII
Books VII
Bridges VII
Cheese VII
Collecting VII
Crossword VII
Finance & the Family VII
Food & Wine VII
How to Spend It VII
Interview VII
Markets VII
Motoring VII
Property VII
Sport VII
Michael Thompson-Nisell VII
Travel VII
TV & Radio VII

Why waste your money buying shares?

5p

A 5 pence piece is all Foreign & Colonial ask in charges for every £25 you invest in the stockmarket.

So why waste pounds in charges when you need only pay a few pence?

Our Private Investor Plan is one of the easiest and probably the cheapest way to invest in stocks and shares.

Through the Plan you can now invest that much more in the successful companies we have carefully selected to build your savings.

Shouldn't you be making more of your money with the help of the world's most experienced investment trust manager?

For your copy of our Private Investment Plan brochure and application form, phone Eleanor Brett on 071-628 8000 during office hours or our 24 hour number below. Alternatively, post the coupon today.

Share in the success.

24 HOUR PHONE SERVICE 071-454 1404

Foreign & Colonial

INVESTMENT TRUSTS

For a copy of our Private Investment Plan brochure and application form, send this coupon to:

Foreign & Colonial Management Limited, PO Box 2, Twickenham, Surrey TW9 1NN

NAME

ADDRESS

POSTCODE

WWW.FTCJS

Foreign & Colonial Management Limited is a Manager of eight Foreign & Colonial investment trusts and a member of IMLT. Charges exclude Government stamp duty (minimum 50p). The value of shares can fall as well as rise and past performance is no guide to the future.

THE WEEK IN PERSPECTIVE

FINANCE AND THE FAMILY

London Markets

A banker can never be too gloomy

THE BCCI scandal has inundated the FT with secret documents, reports, affidavits, and so on. But this seems to have got into the pile by mistake.

HIGHLY CONFIDENTIAL
To: UK Bank General Managers
From: Expectations Management Dept, UK Association of Worried Bank Executives

Re: Quarterly Report
The past quarter has seen a successful operation in expectations management for this year's interim results, and a reasonably satisfactory operation in damage control for our small business lending. We are now moving on to the offensive on both issues. We noted with pleasure, in this context, the recent remarks of the chairman of Barclays and Midland about the need for small business customers to pay their way. A special offer of "No More Mr Nice Guy" T-shirts is available to all members, at a price which fully reflects past bad-debt experience.

We note with mixed feelings the comments from leading bankers on the trading outlook. The strong performance of bank shares in recent weeks (Lloyds has outperformed the market by 9 per cent since July 25) has been partly due to the application of time-honoured rule of thumb: Success equals Reality minus Expectations.

We therefore take some credit for the downward adjustment of earnings forecasts earlier this year that allowed Lloyd's, Barclays, and Abbey National to produce results that were better than expected. For Barclays, in particular, this represented a triumph of appearance over reality.

Midland's results represented a sophisticated double bluff version of the same strategy. Paradoxically, it was only by producing worse-than-expected results that the new management could demonstrate better-than-expected results. The resulting share price movement (up 21p on Friday, the day of the results announcement, to close the week at 225p, up 39p) was therefore most gratifying.

However, we feel that bank chief executives may now be in danger of losing the confidence of the public, which has been so successful this year. Brian Pearce and Sir Peter Walters seemed all too confident that they were getting on top of Midland's problems. And Sir John Gorton's comment on the Barclays outlook - "We are not too gloomy" - surely neglected the basic rule that bankers can never be too gloomy.

One consolation is that, after NatWest, Standard Chartered will be the last bank to report the day of the results. Success equals Reality minus Expectations.

The "sideways market" and the July rally

Performance relative to the FT-A All Share Index

Contracting Construction
Electronics
Metals Metal forming
Health and Household
Packaging Paper and Printing
Stores
Textiles
Chemicals
Other Financial



Source: FT Graphix
At this point the fax machine ran out of paper.

Expectations trod a bumpy path this week, not merely for bank stocks. After Sunday's comment by Norman Lamont that the economy was making "dramatic progress", the market passed a couple of milestones. The FT-Actuaries All Share index, the broadest measure of stock market performance, closed on Monday at 1,238.79, 0.22 points above the previous record of 1,238.57 reached on July 16 1987, three months before the October crash.

Also on Monday, the FT-SE

100 index passed through 2,900 for the first time, reaching 2,912.4 at one point. It dropped back, however, to close a few points below 2,900, but still at a new high.

As the week wore on, the economic confidence that had powered the rise in share prices seemed less evident. The Confederation of British Industry's survey of its members, published on Tuesday, revealed an economy still apparently stuck at the bottom of a trough. And Sir Robert Schreyer, British Steel's chairman, told the world on Wednesday that recovery in the steel market would be delayed till next year.

The stock market shrugged off such concerns, helped perhaps by a string of bullish monthly reports from brokers. The BZW offering, for example, had a single bold word as its headline: "Recovery!" BZW is now talking of 2,900 on the FT-SE by the end of 1992, with 2,600 as its year-end target.

In fact, the FT-SE closed above 2,900 for the first time yesterday, at 2,912.4, up 10 on the day and up 12.4 on the week. The All Share closed at 1,241.97, up 6.05 on the week. If the market holds this level till December, the real return for the year will be around 21 per cent, says BZW, within striking distance of the 24 per cent that was the highest real return in the 1980s.

This was heady stuff for a market repressed in recent weeks of the steady diet of big rights issues that soaked up

institutional cash earlier in the year. (The one sizeable cash call of the week, from Budge's, was a placing for only £21.7m.) Further impetus was given by New York, making steady progress this week to ever more stratospheric levels of valuation.

None the less, there were enough discordant elements about, though the market chose by and large to ignore them. Perhaps the most striking was the news from Barratt Developments, which warned of an unexpected £100m loss for the year to June, together with a passed final dividend and a change of management. On the Monday of the announcement, when the indices were passing new peaks, Barratt shares dropped from 89p to 54p. They closed the week at 43p, down 26p from the previous Friday. Other building shares also reacted badly.

Construction shares had been among the worst performers both during the period when the overall market went sideways, from March to June, and during the July rally. As the chart shows, in general those shares which did best in the sideways market also did well in the rally, and the same is true for poor performers.

The market has not yet shifted its attention to the true cyclical stocks; those which combine defensive qualities with some exposure to the first stages of the economic recovery are still doing best.

Peter Martin

Serious Money

'Best advice' you might do better to ignore

By Philip Coggan, Personal Finance Editor

"WHEN I use a word," Humpty Dumpty said in a rather scornful tone, "it means just what I choose it to mean - neither more nor less."

DID YOU know that when you talk to a financial adviser, the Financial Services Act requires that you receive "best advice"?

You might think that the adviser should thus recommend the product that gave you the best return, or one that most suited your needs. Not a bit of it.

Few advisers have the knowledge to offer advice on products across the board. Many are what Sir David Walker, chairman of SIB, describes as "the united agents of life companies". The requirement of "best advice" thus merely means that when recommending a life company, they should pick one that has a good performance record. It does not mean that they should plump for a building society account, or National Savings, even if that might be better for the client.

The Securities and Investments Board conducted a survey of a tied agency - a company which sells the products of one particular life insurance group. The agents went through a fact-finding exercise with each client. SIB found that between 35 and 50 per cent of the clients received "inappropriate" advice.

That could be dismissed as merely one example of a bad firm. But was it "best" advice a few years ago when scarcely any advisers recommended that their clients buy investment trusts, which did not then pay commission? And is it now "best" advice for advisers to recommend to clients those investment trusts which pay commission, when there are other trusts with good performance records which do not?

"I'm very brave generally," he (Tweedledum) went on in a low voice "only to-day I happen to have a headache."

You might imagine that the regulators would want to crack

down on this distinctly unsatisfactory state of affairs. SIB's response, however, is that the words "best advice" have created unrealistic expectations. The words should be changed so that investors should receive "good" or "suitable" advice.

The hope is that a more realistic target will be easier to assess. It would obviously be unsuitable if an old age pensioner placed all his or her money in a Taiwanese smaller companies fund. Nor would it be suitable to sell a 25 year endowment policy to someone who wanted a savings policy that he could withdraw in six

months or so. Nevertheless, it is hard not to see some Alice-in-Wonderland logic in action here. "Good" advice cannot, except in Humpty Dumpty language, be better than "best". The regulators set a high standard, then saw the industry fail to live up to it, so their response is... to lower the standard. These do not seem like the actions of a fearless watchdog of the consumer interest.

"Take some more tea," the March Hare said to Alice, very earnestly. "I've had nothing yet," Alice replied in an offended tone, "so I can't take more." "You mean you can't take less," said the Hatter. "It's very easy to take more than nothing."

So let us enter further into the spirit of Lewis Carroll. If consumers have had a bad deal out of the Financial Services Act, might not a change in the rules paradoxically bring them more, rather than less, protection?

Take the thorny subject of commissions. SIB's view is that

the commission system is an unsatisfactory way of selling financial services products, but that advisers are not going to shift to paying fees overnight. The regulator's caution is motivated by the old problem that while it might be easy to reveal the commission paid to independent financial advisers, the remuneration of tied agents and salesmen would be much more difficult to discover.

If the public realises how much commission it pays, the result might merely be to drive them into the arms of tied agents. Consumers would not be better off. SIB's answer is to approach consumer protection from a different tack. The low surrender values of life policies in early years should be made clear, and the expenses of the life company should be split out. Such disclosures would create a "level playing field" between tied and untied agents.

This is certainly a sensible argument, but it still does not tackle the problem that an investor might not need a life policy at all, and might not realise that other investments are better and cheaper.

It seems to me that investors should also be told two very important things. First, the commission does not come from some mysterious pot at the insurance company, but from their own pocket. Second, they should be informed that the salesmen (tied or not) may be receiving greater remuneration for selling a life policy than for selling another investment.

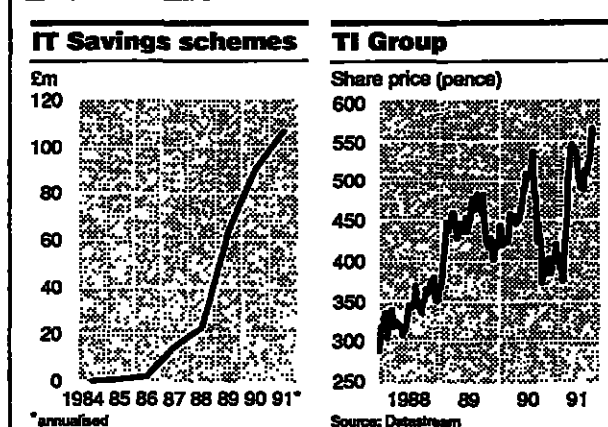
Without these safeguards, consumers in the world of financial services will continue to be little girls lost in a fantasy land of strange riddles and mysterious creatures such as bulls and bears. They can always rely on the normal rules of English language and common sense to apply.

"Contrariwise," continued Tweedledum "if it was so, it would be; and if it were so, it would be; but as it isn't, it can't. That's logic."

HIGHLIGHTS OF THE WEEK

	Price	Change	1991	1991	
	ytd	on week	High	Low	
FT-SE 100	2801.7	+12.4	2801.7	2054.8	Consolidating at record high
Aegle	194	+12	244	112	Profit taking after figures
BOC	599	+25	608	468	Union Carbide lifts gas prices
Barclays	461	-14	499	327	Profit taking
Barratt Dev.	43	-26	126	29	Warns of £100m loss, no dividend
Cowie (T.)	92	+16	92	36	Good results
Devenish (J. A.)	202	+31	245	135	Boddington lifts stake to 19.1 pc
General Accident	570	+42	583	448	Stock overhang mopped up
Glaxo	1295	+51	1308	800	Wins early patent battle
Lloyds	377.2d	+22.2	378	268	Good results
Midland	228	+29	235	150	Underperformance recognised
Reuters	815.5d	+31.4	808	673	US brokers upgrade
SmithKline Beecham A	773	-48	845	588	Disappointing sales growth
Thames Water	372	-19	394	323	Regulator proposes dividend limits
Vard (Reg)	100.5d	+16.2	100	65	Nissan car dealership contract

AT A GLANCE



Investment trusts woo regular savers
Investment trust savings schemes are steadily becoming more popular. They attracted £27.2m in the second quarter of 1991, up from £26.2m in the first three months of the year. The total for 1991 thus looks set to overhaul last year's record of £90.9m. The number of investors in savings schemes has risen to 112,236 (from 93,800 in 1990) and the average monthly sum invested is £75.

TI shares rise despite fall in profits
Shares in TI Group, the engineering company, rose this week on news of a 14 per cent fall in its interim pre-tax profits, which was blamed on falling demand for cars in the US and for metal pipe sales in Europe. The results were perceived as likely to be better than the rest of the engineering sector, and the chairman's statement on future performance was seen as upbeat.

Smaller companies hitch a lift
A week when the FT-A All-Share Index reached an all-time high was good for small companies. The House of Lords index (capital gains version) rose 0.9 per cent to 1174.46 over the week to August 1. County Nat West's Smaller Companies Index rose 0.7 per cent to 948.5 over the six days to July 31.

Midland to streamline accounts
Midland Bank is likely to drop its Vector, Meridian and Orchard accounts as part of a drive to simplify its retail banking products, according to Gene Lockhart, head of Midland's UK banking operation. The three multi-use accounts were introduced four years ago to serve different segments of the market but have been criticised as over-complicated.

Tax reminder for married women
The Inland Revenue says that married women who are non-taxpayers should think about reclaiming tax on any builder they received in the first year after independent taxation (1990-91). It is estimated that about 2.5m women may be able to do so. Those who qualify should obtain a free leaflet (FI12) from their local tax office and fill in the attached form (FI95(D)).

National Savings rates are trimmed
Rates on National Savings products are being cut, falling the recent declines in interest rates generally. From August 14, the gross rate on the Investment Account will fall from 7 per cent to 10.25 per cent. The gross rate on Income Bonds will fall from 11.75 per cent to 11 per cent as from September 18; the same rates will apply to Deposit Bonds, which are no longer sold.

NatWest cuts dealing commissions
NatWest Stockbrokers is reducing commissions on share dealings between August 1 and September 30. The basic commission rate will be reduced from 1.65 to 1 per cent, with the minimum charge being cut from £25 to £17. Families who wish to sell their holdings in private certificates will be able to jump together five certificates, subject to a £2 surcharge on each additional certificate. Rates apply on the Touchscreen service available in 275 branches.

Sun Life ties a new knot
Birmingham Midshires, the UK's 11th largest building society, has tied up with the insurance company Sun Life. From January 1 it will sell only Sun Life insurance and investment products through its 192 outlets.

WILL THE Federal Reserve ease monetary policy again, and if so, how soon? That is the question preoccupying Wall Street this weekend following a surprisingly poor set of employment figures for July, which depressed the market yesterday morning, and some disturbing money supply figures on Thursday.

Taken together, the statistics threw into doubt the conventional wisdom that the economy is slowly but surely recovering from recession, and increased the possibility of a "double dip" downturn, where an initial recovery cannot be sustained.

The jobs figures showed non-farm payrolls dropping by 51,000 compared to Wall Street forecasts of a 60,000 increase. The closely watched figures for M2 money supply showed a \$5.5bn drop in the week ending on July 25, compared to Wall Street expectations of a \$2bn increase. That puts the M2 annual growth rate at around 2.7 per cent, close to the bottom of the Fed's declared target range of 2.5-6.5 per cent.

Slow monetary growth was one of the reasons cited earlier this year by the Fed for its aggressive easing, although it has kept its policy on hold since April. David Mullins, a Fed governor, said earlier this week that there was enough

money in the financial system to support a healthy recovery, but the employment report is bound to increase the central bank's concern about the sustainability of the upturn.

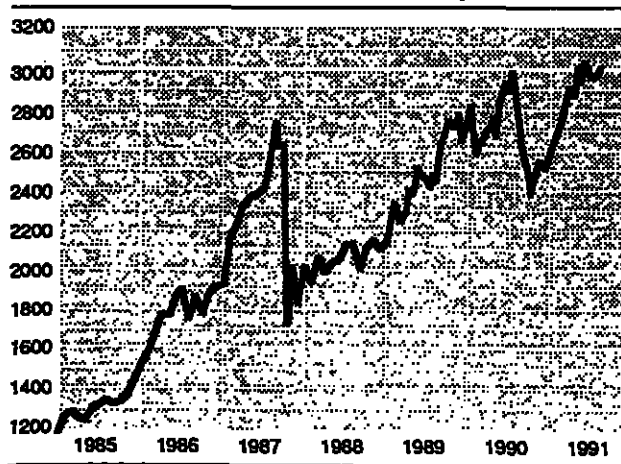
That said, plenty of statistics over the past few weeks have been pointing to a recovery, and there have been more of them over the past few days: The Federal Deposit Insurance Corporation, which regulates the banking industry, said commercial real estate values and vacancy rates were stabilising in most parts of the country, while the residential property market was improving slightly. The Purchasing Managers Index, a closely watched gauge of industrial health, rose to 51.9 per cent in July, its second successive month above the 50 per cent level which indicates the economy is expanding.

Faced with these contradictory signals, the Fed seems unlikely to ease immediately, but hopes of a further drop in interest rates produced a strong bond market rally yesterday. Share prices responded more equivocally, as analysts weighed up the trade-off between the positive impact on

Wall Street

TWA's future still up in the air

Dow Jones Industrial Average



corporate America of easier money and the threat to profits from a weak economy.

Bankruptcy was the equity market's other theme this week, as one of the nation's largest gas pipeline companies filed for protection from its creditors under Chapter 11 of the bankruptcy code and one of the leading airlines unveiled plans for a quick dip

into the same waters.

The pipeline company is Columbia Gas System, which mainly serves the eastern seaboard. It is a victim of a sharp drop in the spot price of gas, due to mild weather and an abundance of supplies. This has made supply contracts it signed with gas producers some years ago uncompetitive. It announced in June that it

was facing a loss of \$10m and that unless it could renegotiate its contracts and re-open its bank credit lines, it would be forced to file for bankruptcy. This week, claiming that the negotiations had not moved quickly enough and its cash was running out, it cancelled the three-year contract it gave it breathing space and negotiating muscle as it tries to revise the contracts.

Carl Icahn, the chairman of Trans World Airlines, announced a provisional deal to restructure its capital base after months of wrangling with creditors of the heavily indebted carrier. The deal involves a "pre-packaged" Chapter 11 filing - a mechanism which depends on prior agreement among the various parties but allows a company's stay in bankruptcy to be brief.

The complex deal, involving the swapping of much of the company's debt for equity, would mean Icahn relinquishing majority ownership of TWA. His 90 per cent holding would be diluted to between 20 and 45 per cent.

The proposal, which still needs lots of detail to be filled in, would alleviate TWA's debt

burden but would still leave it facing formidable problems: its fleet of aircraft is old, its unions are disaffected and it has become a second-rank player in a US market increasingly dominated by American, United and Delta. At the least, however, a restructuring would make TWA a more attractive merger proposition.

The deal also adds some credibility to its long-shot bid for Pan Am, an airline already in Chapter 11 whose remains are being fought over by the rest of the industry. TWA would sell much of its assets on to American. But it faces competition from Delta, which is bidding for European and east coast chunks of the business, and possibly from United, which put in (but this week mysteriously withdrew) an offer for Pan Am's Latin America routes.

Some of Pan Am's creditors, fed up with all these piecemeal solutions, want the bidders to produce comprehensive plans for its future. All eyes are fixed on August 12, when the parties are due to appear before the bankruptcy court judge who has final say on the restructuring (or places) of Pan Am's tired old bones.

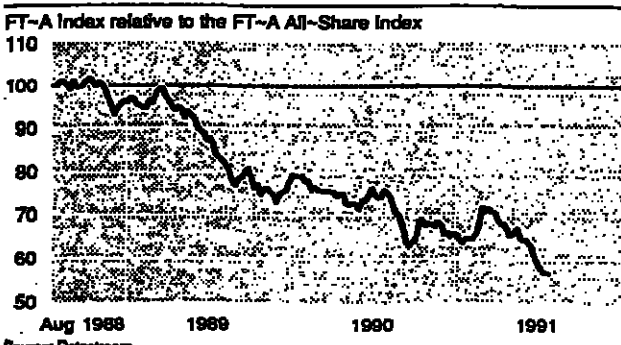
Monday 2988.24 + 12.74
Tuesday 3014.32 + 21.08
Wednesday 3026.22 + 11.90
Thursday 3017.87 - 7.35

Martin Dickson

The Bottom Line

Barratt loss is a window on property's woes

Contracting & construction Index



Sam is weaker than margins, thanks to expensive land and high marketing and interest costs. Land prices have fallen by as much as half in southern England since 1988. As the industry enters its third year of recession, there are rarely order backlogs or buoyant northern subsidiaries to cushion the blow.

In spring, the promise of lower interest rates and

improved confidence seemed to promise an end to the housing recession. Investors' enthusiasm for the recovery resulted in a flood of rights issues by Taylor Woodrow, Persimmon, Wilson Bowden, AMEC, McCarthy & Stone, Lovell, Westbury and Costain which were anxious to repair their balance sheets and take advantage of new opportunities.

It was a false dawn, but most

in the industry hope that the recovery has merely been delayed. "There is undoubtedly pent-up demand for new houses throughout the UK and California in all segments of the market," said Sir Lawrence

This is supported by the falling house prices of the past 18 months which have restored the ratio of house prices to earnings to their long-run average.

Some statistics are starting to point to an upturn. The National House Builders Confederation reported a 15 per cent year-on-year increase in housing starts in June. This is the first substantial uplift in the cycle, although other evidence is less encouraging.

However, some commentators argue that the recovery will be slow and disappointing. "The problems of many of the companies are structural and long term rather than solely a reflection of a particularly difficult cycle," says David Mathers of James Capel.

He reckons that the pent-up demand will partly be dealt

with by deferred selling pressure from homeowners and mortgage lenders holding repossessed stock.

In the past, he says, much of the housebuilders' profits have simply come from inflation. The impact of the exchange rate mechanism may make house price inflation a thing of the past.

Opinions on the impact of demographics and changing social trends vary but most projections suggest a fall of at least 25 per cent in net new house formation over the 1990-2001.

But if the future is uncertain, there are few doubts about the nature of the coming results season, which according to Salomon Brothers will be "shockingly bad". Barratt's announcement has heightened the worries about other companies in the sector.

Barratt's announcement may prove the worst shock for the sector this year, but it is unlikely to be the only one.

Vanessa Houlder

FINANCE AND THE FAMILY

Lessons for the small saver

Children are the latest target for the financial services companies, and the government is also encouraging investors to start early. John Authers weighs up a growing market

"Give me a child of seven and he's mine for life." — Ignatius Loyola.

FINANCIAL SERVICES companies have long understood the importance of catching customers when they are young.

That trend gained further impetus this year when the Budget added extra incentives for saving on behalf of children. Over ten-year terms the saver can now invest tax-free in friendly society "baby bonds", while over five years he or she can benefit

from National Savings children's bonus bonds.

The government's attitude to student finance has also shifted to thrift. Parents can no longer give to their children via tax-free covenants, while the level of the student grant has been pegged and will be to some extent replaced by student loans.

Banks' attitudes to young customers are also changing, following the legislative lead. Long-term saving is being encouraged, but children are carefully being put off debt for life.

Banks are still keen to grab the custom of students in particular, and school leavers in general, but they are not as happy as they used to be about offering credit to such customers. Most try to promote themselves as offering the best banking service, while the fringe benefits are now kept to a minimum.

Whereas five years ago banks vied with each other to offer the smartest "freebie" incentives — free Filofaxes, free personal stereos and cassettes and so on — to students, they now offer only the

occasional cash sum — and seasons of advice before granting an overdraft to a needy student.

It seems that the institutions which govern our finances have decided that conspicuous consumption is not good, and that this is to be encouraged. The Lawson boom, and the credit explosion that went with it, is well and truly over.

With this in mind, the following articles should shed light on the options children will face as they grow up in this new financial environment.

Students lectured on life's realities

BANKS USED to give students a free Filofax, just for showing them a grant cheque. Now students who want to go into debt are given a free lecture.

Clearing banks appear to have realised that students are a little too clever to bribe with "freebies". They should also, if the UK's university and polytechnic admission procedure is functioning at all effectively, be clever enough to recognise good banking when they see it.

Two years ago, numerous gifts were on offer. Barclays offered a £30 voucher to be spent at Next, or £15 in cash, with a free sports holiday or personal stereo for Barclaycard applicants.

Abbey National rewarded those who deposited £30 with an electronic personal organiser. Halifax provided a free booklet on "making the most of student life" (as if most students did not have a clue), while National Provincial offered a 50 per cent discount on six cassettes.

Now, students have to make do without the presents, although they can usually expect some cash when their account. All the emphasis is on "responsible lending" (to use a phrase also used by Barclays), and good practical banking.

There are also signs that the "Big Four"

are being allowed to keep their share of the student market, while rivals pursue other school-leavers.

The Co-operative Bank — popular among students who tend to have ideological problems with the activities of its larger rivals — abandoned all attempts to aim at the youth market three years ago, saying that this had been unfair to other customers. A spokesman added: "Our research tended to suggest that students were going around and picking up all the freebies."

Abbey National, another bank whose largesse has been restricted somewhat in recent years, offers only one service specifically to students, which is a preferential overdraft rate of 14.5 per cent annual percentage rate (APR).

Abbey has a limit of £250 on this — the kind of sum any self-respecting student could once have spent by the end of their first week. "It's our way of trying to say beware and be careful," says a spokeswoman. "You don't really want to take out an overdraft if you'll be paying out for ever."

The big clearing banks all offer free banking and (unimpressive) interest on a current account while in credit. The following packages are also on offer for first-

year full-time students:

■ Bank of Scotland offers £35 in cash and a "Citylights" brochure of 72 discount vouchers. Overdrafts on application are free up to £100 and then charged at the preferential rate of 1 per cent over base up to £500. There is also a Keycard Plus cash machine card and a personal possessions insurance option. Foreign currency and travellers' cheques are commission-free.

■ Barclays offers an interest-free overdraft of £200, which must be negotiated in advance. Barclays has Student Business Officers to offer financial advice, especially during the awkward period immediately after graduation. The £25 free cash, or £30 in Our Price record tokens, which Barclays gives out will seem a very distant memory by then. Barclaycard applicants can choose between a clock radio, a rucksack and a lecture portfolio.

■ Lloyds allows overdrafts of up to £400 interest-free, with a reduced interest rate of 1.2 per cent per month (15.3 per cent APR) on further advances. However, students must go in and talk to their branch before they receive their credit. Incentives include a Young Person's Railcard (£16) and a free Eurocheque card. Travellers' cheques are commission-free. There is also a £100 cheque guarantee card, and a stu-

dent insurance package will be available soon, but no cash incentive.

■ Midland has set a limit of £300 for agreed interest-free overdrafts. Overdrafts beyond this will be charged at 1 per cent above Midland's prevailing base rate. There is also a £50 cheque guarantee card, which acts as cash machine card and Switch debit card. Travellers' cheques are commission-free. Students can also request Access or Visa cards, up to a credit limit of £250. On top of this, Midland throws in £30 in cash.

■ National Westminster has not yet formally announced its package for students. However, it is expected to increase last year's free overdraft limit of £300. Its cash gift will probably remain at £30. Credit cards are not part of the deal. NatWest, which claims market leadership in student banking, sets great store by its branch network on campuses and has student officers at about 300 different branches.

■ Royal Bank of Scotland gives interest-free overdrafts of £400, plus £35 credited to the account. Other features include a Highline Card, which includes cheque guarantee, Switch and cash machine functions, and a free Eurocheque card, normally worth £10. Travellers' cheques are commission-free.

Hard sell to woo the sweet sixteens

BANKS seem to think it easier to buy the custom of 16-year-old school-leavers than students.

This seems the most reasonable conclusion to draw from the TSB's current offer, of a free pair of Pepe jeans when a school-leaver opens an account — a sweetener worth £25.

However, TSB's market research suggests that this is the way to attract custom. Materialism plays a big part in the lives of the 15- and 16-year-olds interviewed by the bank. If they were to win

\$500,000 on the pools, only 1 per cent of the teenagers would give anything to charity.

However, 8 per cent would have saved or invested all of it, and TSB's research shows that the lessons of the credit boom have reached this generation — almost half believed that people under 18 should not be allowed credit cards.

Abbey National also plays the freebie game — if you are between 16 and 24 you will be invited to "pop 'til you drop" when you open a current account. You can do this thanks to a £10 voucher towards con-

cert tickets bought via Keith Prowse, together with an Abbey National "Gig Pack". Account holders can claim £5 concert vouchers for each new friend they introduce to the account, up to a maximum of three.

Halifax sends its 15-year-old members a careers and information guide as an enticement to continuing custom. National & Provincial's "Buz" account, aimed at teenagers at school, offers a cash card to lure this age group.

Royal Bank of Scotland is an adept

player of the youth market segmentation game. It aims Rainbow Savings (complete with a yellow, red-nosed moneybox) at the very young, Cash Club at 9- to 13-year-olds, and Route Seventeen at 14- to 17-year-olds.

All currently pay gross interest of 9 per cent, which compares well with building societies. This might be appealing for 17-year-olds who can also withdraw up to £20 daily from cash machines. All these accounts come with a range of "goodies" and competitions which attempt to keep youngsters interested.

Time to get a degree of debt

THE WRITING is on the wall for student grants. Student loans, administered by a government company, are now on offer.

The system is complex. Most students will receive an award from their Local Education Authority. The "award" has two components: the "fee", which covers tuition and will usually be paid to the college, and the "grant" for living expenses.

The grant is means-tested. Students with wealthy parents receive smaller grants and have more incentive to take out a loan.

To receive a loan, a student must have been "ordinarily resident" in the British Isles

for the previous three years, and going into a full-time course. Students aged 50 or more are not eligible. You cannot take loans for more than one year, at a time.

Your grant is calculated by subtracting the amount your parents or spouse could contribute, from the basic level of grant. This is £2,268 for 1991-92, or £2,345 for students studying in London. If you live at your

parental home, maximum grant is £1,735. Loans are not means-tested. The maximum for students studying in London this year is £660, or £580 elsewhere. Those living with parents get £460. All are higher than the highest current free overdraft limit from banks. These are lower for students in their final year, because the loans will not need to cover expenses during the

summer holiday. There are numerous exemptions and special cases. You will also need to cut through a fair amount of red tape. Repayment need not start until the April after the course ends, and is indexed to inflation — you only repay the amount you originally borrowed, in real terms. The loans are cheaper than any commercial credit.

■ Student Grants and Loans — A brief guide 1991-92, Department of Education and Science. Free from the Publications Development Centre, Honeywell Lane, Canons Park, Starnmore, Middlesex HA7 1AZ. (081-933-2566)

■ Student Loan Company, 100 Buchanan St, Glasgow G2 7JD (0454-300-900).

Instant access

THE ABOLITION of Composite Rate Tax earlier this year, which allows banks and building society accounts to pay interest gross to non-taxpayers, is arguably as important to children's savings as the changes to Friendly Societies and National Savings.

Children can now save tax-free in building societies, making these as attractive to them as Tax Exempt Special Saver Accounts (TESSAs) are to adults.

The Inland Revenue has limited the amount that parents can put in to their children's accounts. Your children can earn a maximum of only £100 tax-free in interest on money you put into their building society, making an effective maximum, at today's rates, of about £300 to be invested.

If you, as parents, deposit any more, the full amount, including the first £100 per parent, will be taxed at your high-

est marginal tax rate. There is no restriction on the tax-free amount children can earn if the money comes from other relatives.

Building societies offer liquid investments, at reasonably attractive rates for non-taxpayers. They are a sensible home for pocket money. Your child will have plenty of company — Halifax's "LittleExtra" accounts, open to under-11s, has more than 1m members, possibly attracted by the free money box.

In the long term building society deposits are vulnerable to inflation, and variable rates give you less certainty when planning for the future. Parents should start by investing in one of the longer-term products which Norman Lamont encouraged this year. If you are unsure about long-term investing, remember the tax structure makes building societies more competitive for children than for adults.

A bonus for the five-year saver

IF YOU ARE prepared to put your money away for five years then a National Savings Bonus Bond could make sense. Like Friendly Society bonds, the bonus structure ramps home the lesson of long-term saving for youngsters.

Surrender them before five years and the bonds only pay an unimpressive 5 per cent in daily interest. Most of the profit comes from a bonus, worth 47.36 per cent of the purchase price of the bond and payable only at the end of the five years.

Wait for five years and a competitive compound annual return of 11.84 per cent is guaranteed. The return is completely free of tax.

Bonds have to be bought for children below the age of 16, and cashed by the age of 21. Minimum investment is

£25, with a maximum of £1,000. The appeal of these bonds may depend on how interest rates perform over the next five years. Building society interest rates are dropping, but it is still possible to earn 11 per cent on an investment of only £1, at instant access, with the Southdown building society. If a child has income of less than £100, this would be tax-free.

However, as interest rates fall, the Bonus Bond might look more attractive. As Roz Border of Chase De Vere says, this is a gamble on the future rate of inflation, and is any saver's prospect. If you feel that inflation is going to average more than 7.5 per cent over the next five years, then index-linked certificates, which guarantee to beat inflation by 4.5 per cent, are a better option.

The lure of baby bonds

THIS WEEK, my wife and I took out two baby bonds with the Tunbridge Wells Equitable Friendly Society for our grandchildren — one for Robert who will be four at the end of this month and the other for Stephen, aged two.

Baby bonds from a friendly society offer grandparents a splendid opportunity to accumulate a nest egg for their grandchildren, by making comparatively small regular payments into a tax-efficient savings contract. However, anybody, whether a relative or not, can invest in a baby bond on behalf of a child and then get the tax advantages.

We have arranged for our Norman Lamont, the Chancellor of the Exchequer, gave Friendly Societies the chance to market children's savings, allowing them to issue policies on the lives of children in their tax-exempt funds.

The bond is a regular savings contract with premiums paid annually or monthly, maturing either at the end of a fixed period or on a selected birthday, with a minimum investment period of ten years.

We have arranged for our bonds to mature on Robert's and Stephen's 21st birthdays. The maximum contribution into a tax-exempt baby bond is £18 a month or £200 a year. However, most societies have a minimum premium of half this maximum — £9 or £100 a year.

Contributions cease when the donor dies and the contract is made paid up, unless the donor makes arrangements for contributions to continue after his or her death. We have made no such arrangements.

Donors can also pay the contributions through a lump sum which invests in a temporary annuity. Friendly Societies marketing baby bonds have a restricted



"NOW THEN PERKINS, I BELIEVE THIS IS GOING TO HURT YOU A LOT MORE THAN IT WILL ME..."

A decade to forget for commodities sector

The 1980s was a bad time for investors in this volatile area. Philip Coggan asks if the 90s will be better

THE 1980s were a bad decade for investing in commodities and energy. The price explosion of the 1970s, when the power of Opec was initiated by other commodity producers, had an inevitable reaction. Overproduction, and conservation by consumers, brought prices tumbling back down.

The unit trust figures show the damage. Of the 17 sectors with a 10 year record, commodity and energy funds have the worst record, with an average gain of just 43.1 per cent, even with income reinvested. The 23 funds with a three year record to July 1 show an average loss of 5.1 per cent.

Good contrarians may therefore be looking at the sector with an eye to revival. And indeed there has been some

evidence of an upturn, with trusts rising by an average 19 per cent (offer-to-offer) over the six months to July 1.

To some extent, this is due to a revival in the shares of gold mining companies, helped by the gradual readmittance of South Africa into the investment fold and a hope that the gold price is due to recover.

People's view on whether commodity prices can rise throughout the 1990s tends to be related to their intellectual prejudices. Those inclined to the free market school believe

tend therefore to see a substantial rise in prices as unlikely. Those with a "green" bent believe that the earth's resources are finite and that human population growth is too fast. The combination of the two seems likely, in their view, to lead to higher commodity prices.

The dispassionate observer might see the logic of the free market view while accepting that environmental pressures against, say, the opening of new mines, or the exploitation of wilderness areas, might

restrict commodity production. When picking a trust in the sector, you first have to choose your commodity. Some specialise in gold, such as Waverley Australasian, one of the worst performing of all unit trusts, having lost 88.3 per cent over the three years to July 1. Others such as BG Energy, top of the sector over three years, stick to oil and gas.

Gold has its perennial enthusiasts who hanker for 1980 when the bullion price was \$850 an ounce; hopes that it might recover its "safe haven"

status have since been repeatedly dashed. Nevertheless, Sir James Goldsmith, the tycoon who sold his investments

before the 1987 crash, has moved into gold in anticipation of a financial crisis.

Oil prices enjoyed a fling last year after Saddam Hussein's invasion of Kuwait. However, the willingness of one or other of the Opec countries to over-produce has repeatedly restrained the price. Many people, however, are optimistic about the long term prospects.

Save & Prosper's Commodity fund is the most consistent in the sector, with a top three performance over one, two, three, five, seven and 10 years.

Spencer believes that there are good prospects for metal prices in the 1990s since in spite of the recession, stockpiles are far below the levels of the early 1980s. The fast-growing Far Eastern economies are heavy consumers of metals.

This is a field for backing your hunches, and an investment in the commodity sector should always be in the high risk part of your portfolio. But if anything like the 1970s commodity boom recurs, the rewards could be substantial.

Andrew Spencer, the fund's manager, says he looks at three core areas — gold, oil and general mining — and has maximum and minimum weighting levels for each. He attributes his success to swift switching between sectors when appropriate.

Spencer believes that there are good prospects for metal prices in the 1990s since in spite of the recession, stockpiles are far below the levels of the early 1980s. The fast-growing Far Eastern economies are heavy consumers of metals.

This is a field for backing your hunches, and an investment in the commodity sector should always be in the high risk part of your portfolio. But if anything like the 1970s commodity boom recurs, the rewards could be substantial.

Eric Short

Best performing commodity trusts over 3 years

	% growth
BG Energy	53.9
J Capel Gold & Gen	21.8
S & P Commodity	19.7
S & P Energy	17.7
All Dunbar Met Min	11.7

Source: Financial Times. Offer-to-offer with income reinvested to July 1.

Best performing commodity trusts over 7 years

	% growth
Hill Samuel Nat Res	73.9
S & P Commodity	67.2
S & P Energy	59.8
All Dunbar Met Min	51.2
M & G Commodity	44.1

Source: Financial Times. Offer-to-offer with income reinvested to July 1.

that a rise in commodity prices will quickly bring forth new supply, as marginal resources are brought into use. They

restrain commodity production. When picking a trust in the sector, you first have to choose your commodity. Some specialise in gold, such as Waverley Australasian, one of the worst performing of all unit trusts, having lost 88.3 per cent over the three years to July 1. Others such as BG Energy, top of the sector over three years, stick to oil and gas.

Gold has its perennial enthusiasts who hanker for 1980 when the bullion price was \$850 an ounce; hopes that it might recover its "safe haven"

status have since been repeatedly dashed. Nevertheless, Sir James Goldsmith, the tycoon who sold his investments

before the 1987 crash, has moved into gold in anticipation of a financial crisis. Oil prices enjoyed a fling last year after Saddam Hussein's invasion of Kuwait. However, the willingness of one or other of the Opec countries to over-produce has repeatedly restrained the price. Many people, however, are optimistic about the long term prospects.

Save & Prosper's Commodity fund is the most consistent in the sector, with a top three performance over one, two, three, five, seven and 10 years.

Spencer believes that there are good prospects for metal prices in the 1990s since in spite of the recession, stockpiles are far below the levels of the early 1980s. The fast-growing Far Eastern economies are heavy consumers of metals.

This is a field for backing your hunches, and an investment in the commodity sector should always be in the high risk part of your portfolio. But if anything like the 1970s commodity boom recurs, the rewards could be substantial.

Eric Short

FINANCE AND THE FAMILY

Windfall

Hidden dangers of sudden wealth

Philip Coggan finds that investment advisers differ on how to handle a quick £500,000

A WINDFALL of £500,000 obviously places you in the category of the wealthy. But that may create as many problems as it solves. It is easy for people to be rather bewildered by the size of such a sum, and hand it to the most plausible salesman who crosses their path.

First, you have to decide whether you want to spend the money on a dream house, sports car, world cruise or whatever. If your interests, however, lie purely in investing the sum then you should decide whether you want to live off the income or see the capital grow. Obviously the greater the level of income you take, the less the chance of capital growth.

Investing such a sum needs careful planning and the main priority must be diversification. You cannot hope to pick the best investment, but if you spread your holdings, you cannot end up owning solely the worst. Beware of "wonder" schemes - you may end up merely wondering where the money went.

David Harris of Chantry Vellacott suggests the following portfolio for Mr and Mrs Average, who he believes should establish a sound and conservative investment base to ensure their capital is protected against inflation.

The maximum £100,000 should be held in the fifth index-linked issue of National Savings certificates, which pay 4.5 per cent above inflation if held for five years; £5,000 should be in the 36th fixed interest certificate, paying 8.5 per cent tax-free if held for five years; £75,000 should be in the 2 per cent index-linked gilt 1996, and £75,000 in the 2.5 per cent index-linked 2001, where both capital and interest rise with inflation; £5,000 per spouse should be in a Personal Equity Plan, where income and capital gains are tax-free; and £3,000 per spouse in a Tax Exempt Special Savings Account (Tessa).

A sum of £150,000 could then be invested in equities, with direct holdings in the UK, and unit and investment trusts for overseas investments. Harris also feels that £40,000 per spouse could be invested in an

assured tenancy Business Expansion Scheme and a further £40,000 in an Enterprise Zone Trust. Both attract full tax relief.

With the remaining sum of £50,000, Harris would first check that each spouse had made the maximum pension contributions; if so, he suggests they should spend the rest. "I am a great advocate of individuals being able to enjoy some of their windfall", he says.

Peter Hargreaves of Hargreaves Lansdown opts for a different portfolio. A sum of £75,000 should be in short term deposits, with £25,000 in a building society and £50,000 in a Jersey roll-up fund, where gain will be taxed as income but only when realised by the investor.

A further £100,000 would then be placed in two separate investment trust zero coupon preference shares. These pay no dividends but will be repaid at considerably more than face value. The average annual return on these shares, according to Hargreaves, is currently 10.5 per cent.

A further £50,000 could be



invested in a combination of a temporary annuity and a ten year endowment policy. The income from the annuity (which would be only partially taxed) could be used to fund the endowment premiums. When the policy matures, it would repay the £50,000 and more.

For the high risk section of the portfolio, Hargreaves favours direct investment in UK equities of £125,000, plus holdings of £50,000, £50,000 and £25,000 in investment trusts based in Europe, the Far East and America respectively. As the highest risk of all, £25,000 could be invested in equity warrants.

Finally, Hargreaves suggests £50,000 in tax efficient vehicles. He would split this equally into a £25,000 TESSA, put £25,000 in a PEP and £10,000 in

index-linked National Savings certificates.

Some may find these elaborate portfolios too daunting and may be tempted to put everything in the hands of an investment manager. Most brokers would be prepared to take you on with a portfolio of £500,000; the problem is making a choice.

It is difficult to study performance figures as brokers point out (with some justification) that portfolios have to be run to meet individual client needs. Some may publish figures for managed funds or unit trusts that might help you assess their abilities.

Do not forget the importance of administration - a broker who can efficiently manage your holdings, your dividend payments and tax liabilities

will take a load off your mind. Visit a few brokers and see which you feel most comfortable with. Check for charges - with a £500,000 portfolio, the broker should be willing to charge a fee based on the assets managed. And unless you are very confident in your own investment expertise, you should opt for a discretionary service, where the broker makes the decisions.

Once you have chosen a portfolio, make it absolutely clear what your priority is. Be realistic - do not say "I want my portfolio to double within a year, but don't take any risks". But indicate whether income, security or capital growth is what you need.

For dollar-based expatriates or those interested in the US market, there is an intriguing vehicle called the Optima fund, which accepts clients with a minimum of \$500,000 (around £300,000).

Optima is a Bermuda-registered fund run by Dixon Boardman, formerly of Kidder Peabody, selects what it judges to be the best 12 managers of mutual funds (the US equivalent of unit trusts) with a 10 year track record.

That gives the fund diversification, although it primarily invests in the US. Shares in the fund can only be redeemed quarterly. Your tax bill is considerably less than it would be if you used a fund based in the US.

Although Bermuda is the normal offshore base for US-oriented funds, many might feel chary of investing in an overseas centre. However, the fund would be subject to US law and the board, which includes heavyweights such as Lord King, of British Airways, may provide some reassurance.

Director's Transactions

HOWDEN, the specialist engineering company, has been beset with problems, primarily from a tunnelling project in Denmark. Heavy buying by directors in January was followed by a rally in the share price although it has since come back. Two non-executive directors have recently bought reasonable amounts of stock.

Evode, a small adhesive company, has reported difficult trading conditions. Most of the board built up their holdings following interim results a couple of weeks ago, although the

amount of money is not large. Robert Morton, chairman of Visteo Group, has been a regular buyer of stock. His purchases in other companies have been worth following.

The rise in the market is good for fund management companies, with director purchases in Ivory & Sime worth noting. A cost cutting exercise over the last year followed by the acquisition of Argosy has been followed by the deputy chairman picking up stock.

Angus MacDonald
Directors Ltd

DIRECTORS' SHARE TRANSACTIONS IN THEIR OWN COMPANIES (LISTED & USM)			
Company	Shares	Value	No of directors
SALES			
Brown Shipley Hldgs	19,798	46	1
EW Fact	231,880	269	1
Prognosis	10,000	31	1
Fuller Smith & Turner	14,368	58	1
Lasma	10,000	35	1
McKechie	10,000	27	1
Racal Electronics	41,155	93	2
Read Int'l	60,000	275	1
Shoptele	28,000	98	1
PURCHASES			
Airsprung Furn. Grp	7,500	13	1
Consol. Venture Tel	10,000	18	1
Drummond Group	33,000	11	1
Evode Group	90,480	47	7
Hilclare	20,000	11	1
Howden Group	68,000	30	2
Ivory & Sime	10,000	10	1
Scottish Power	10,000	10	1
Spear (JV) & Sons	11,500	29	1
Stanley Leisure	50,000	72	1
Titon Holdings	35,000	23	1
Trafford Park Est.	50,000	28	1
Visteo	800,000	80	1
Warner Howard	8,000	16	1

Value expressed in £000s. Companies must notify the Stock Exchange within 5 working days of a share transaction by a director. This list contains all transactions, including the exercise of options (*) if 100% subsequently sold, with a value over £10,000. Information released by the Stock Exchange 22-26 July 1991. Source: Directors Ltd, Edinburgh

Life insurance for gays

FEW homosexuals are glad to be gay when it comes to filling in insurance forms for a life policy or a mortgage. All are aware that as single men they are likely to have to fill in a life insurance questionnaire. Practice varies between life companies but the questionnaire usually has to be completed by single men if the cover required is £10,000 or more, and by married men if the cover is £75,000 or more.

The aim is to establish the sexual orientation of the applicant to see if they belong to one of the high-risk categories as defined by the Department of Health, which include male homosexuals and intravenous drug users. It also asks if the individual has had an HIV blood test and, if so, the result.

The questionnaire has come under criticism, particularly by the Institute of Actuaries Working Party on AIDS which recommended in March that life companies should ask questions on sexual behaviour rather than orientation.

Ivan Massow Associates specialise in giving financial advice to gay men. Ivan Massow is concerned that gay men are being subjected to needless sexual discrimination. He argues that gay men who practice safe sex are a better insurance risk than women who do not. He also believes that this attitude reinforces the AIDS problem by making people regarded as low risk categories, complacent.

"By discriminating against gays, the insurance companies are conveying to the public that AIDS is not a disease for the straight. Only 1 per cent of women think the virus is a threat; the implication is that many will not be practicing safe sex. Yet these are the people the insurance companies regard as an acceptable risk."

Massow has many examples of people being turned down on seemingly small points: "One man was turned down because the doctor, who was asked whether he had any reason to believe the patient might be a higher risk category, wrote

simply 'hairstresser!'"

There is a danger that people are deterred from taking an AIDS test, says Massow, because life companies assume those that do so are a higher risk category than others.

Spencer Leigh, chief underwriter at Royal Life says that his company insures homosexual men almost every day. "It is only the promiscuous that we refuse. We hope that those who are high-risk are deterred from filling in the forms."

Homosexuals are charged a higher premium of £5 per £1,000 sum assured a year.

Massow has a small number of HIV positive customers whom he does not charge. "I'm not going to tell someone who is HIV positive to stop his pension payments, unless he wants to. I'd work their pension into their mortgage instead. Gays know they are coming to someone who is not going to be negative."

Scheherazade Daneshkhu

THE BEST RATES FOR YOUR MONEY

Account	Telephone	Minimum term	Minimum deposit	Rate %	Int. paid
INVESTMENT A/Cs and BONDS (Gross)					
Southdown BS	SuperSaver	0273 471671	Instant	£1 11.00%	Yly
Cheltenham & Gloucester	London Share	0452 527272	Instant	£2,500 11.65%	Yly
Firstdirect	Savings A/C	0800 222000	Instant	£50,000 11.30%	Yly
Skipton BS	Money Market Plus	0756 700500	31.12.91	£2,500 12.00%	OM
National Counties BS	90 Day A/C	0372 742211	90 Day	£20,000 12.15%	Yly
Lambeth BS	2 Yr Term Share	071 828 1331	2 Year	£500 12.20%	Yly
Bradford & Bingley BS	Maximiser Elite	0274 555555	1 Year	£25,000 12.35%	Yly
TESSAs (Tax Free)					
Exeter Bank		0392 50835	5 Year	£250 13.75%	Oly
15% wef 12.8.91					
National Counties BS		0372 742211	5 Year	£3,000 13.75%	Yly
Darlington BS		0325 487171	5 Year	£1 13.50%	Yly
Lambeth BS		071 828 1331	5 Year	£20 13.40%	Yly
HIGH INTEREST CHEQUE A/Cs (Gross)					
Caledonian Bank	HICA	031 558 8235	Instant	£1 10.50%	Yly
UDY	Capital Plus	0734 580411	Instant	£1,000 10.50%	Oly
Chelsea BS	Classic P/Acc	0242 521391	Instant	£10,000 11.20%	Yly
Northern Rock BS	Current A/C	091 285 7191	Instant	£25,000 11.70%	Yly
				£25,000 11.16%	Mly
OFFSHORE ACCOUNTS (Gross)					
Yorkshire BS Guernsey	O'shore KeyAccess	0481 719898	Instant	£25,000 11.40%	Yly
C & G Channel Islands Ltd	Guernsey Gold	0800 717505	Instant	100,000 12.00%	Yly
Bradford & Bingley Douglas	Maximiser Ind	0824 982883	90 Day	£3,000 11.00%	Yly
Yorkshire BS Guernsey	O'shore Key Extra	0481 719898	180 Day	£50,000 12.50%	Yly
C & G Channel Islands Ltd	Guernsey Bond	0800 717505	12 Mth	£10,000 11.65%	OM
GUARANTEED INCOME BONDS (Net)					
Canada Life FN		0707 51122	1 Year	£50,000 9.20%	Yly
Financial Assurance FN		081 367 8000	2 Year	£2,000 9.20%	Yly
Consolidated Life FN		081 840 8343	4 Year	£25,000 9.35%	Yly
Provident Capital FN		0256 768888	4 Year	£25,000 9.35%	Yly
Allied Dumbur FN		0793 514514	5 Year	£25,000 9.35%	Yly
NAT SAVINGS A/Cs & BONDS (Gross)					
	Investment A/C		1 Month	£5 11.00%	Yly
10.25% wef 14.8.91	Income Bonds		3 Month	£2,000 11.75%	Mly
11.00% wef 13.8.91	Capital Bonds C		5 Year	£100 11.50%	OM
NAT SAVINGS CERTIFICATES (Tax Free)					
	36th Issue		5 Year	£258.50%F	OM
	5th Index Linked		5 Year	£25 4.50%	OM
	Childrens Bond F		5 Year	£25 11.84%	OM

All rates (except Guaranteed Income Bonds) are shown Gross.
* - Gross Equivalent Rate. Fixed Rate Rate (All other rates are variable). OM = Interest paid on maturity. Yly = Net Rate. B = Bond.
Source: Moneyfacts. The Monthly Guide to Investment and Mortgage Rates, Wakeham House, Solihull, Warwick.

Account	Telephone	Minimum term	Minimum deposit	Rate %	Int. paid
OFFSHORE ACCOUNTS (Gross)					
Yorkshire BS Guernsey	O'shore KeyAccess	0481 719898	Instant	£25,000 11.40%	Yly
C & G Channel Islands Ltd	Guernsey Gold	0800 717505	Instant	100,000 12.00%	Yly
Bradford & Bingley Douglas	Maximiser Ind	0824 982883	90 Day	£3,000 11.00%	Yly
Yorkshire BS Guernsey	O'shore Key Extra	0481 719898	180 Day	£50,000 12.50%	Yly
C & G Channel Islands Ltd	Guernsey Bond	0800 717505	12 Mth	£10,000 11.65%	OM

Account	Telephone	Minimum term	Minimum deposit	Rate %	Int. paid
GUARANTEED INCOME BONDS (Net)					
Canada Life FN		0707 51122	1 Year	£50,000 9.20%	Yly
Financial Assurance FN		081 367 8000	2 Year	£2,000 9.20%	Yly
Consolidated Life FN		081 840 8343	4 Year	£25,000 9.35%	Yly
Provident Capital FN		0256 768888	4 Year	£25,000 9.35%	Yly
Allied Dumbur FN		0793 514514	5 Year	£25,000 9.35%	Yly

Account	Telephone	Minimum term	Minimum deposit	Rate %	Int. paid
NAT SAVINGS A/Cs & BONDS (Gross)					
	Investment A/C		1 Month	£5 11.00%	Yly
10.25% wef 14.8.91	Income Bonds		3 Month	£2,000 11.75%	Mly
11.00% wef 13.8.91	Capital Bonds C		5 Year	£100 11.50%	OM

Account	Telephone	Minimum term	Minimum deposit	Rate %	Int. paid
NAT SAVINGS CERTIFICATES (Tax Free)					
	36th Issue		5 Year	£258.50%F	OM
	5th Index Linked		5 Year	£25 4.50%	OM
	Childrens Bond F		5 Year	£25 11.84%	OM

All rates (except Guaranteed Income Bonds) are shown Gross.
* - Gross Equivalent Rate. Fixed Rate Rate (All other rates are variable). OM = Interest paid on maturity. Yly = Net Rate. B = Bond.
Source: Moneyfacts. The Monthly Guide to Investment and Mortgage Rates, Wakeham House, Solihull, Warwick.

MAXIMUM INCOME ACCOUNT	MAXIMUM INCOME ACCOUNT	MAXIMUM INCOME ACCOUNT	MAXIMUM INCOME ACCOUNT
VARIABLE RATE	VARIABLE RATE	VARIABLE RATE	VARIABLE RATE
Applicable to new and existing accountholders	Applicable to new and existing accountholders	Applicable to new and existing accountholders	Applicable to new and existing accountholders
1 YEAR TERM SHARE	2 YEAR TERM SHARE	1 YEAR TERM SHARE	2 YEAR TERM SHARE
(minimum investment £1,000)	(minimum investment £1,000)	(minimum investment £1,000)	(minimum investment £1,000)
9.10% (net pa.)	9.10% (net pa.)	8.35% (net pa.)	8.35% (net pa.)
12.13% gross*	12.13% gross*	11.13% gross*	11.13% gross*

*Equivalent gross rate for basic rate taxpayers.
Full details of these accounts can be provided on request.
Rates effective from 1st August 1991.
General Portfolio Life Insurance PLC, General Portfolio House
Harlow, Essex CM20 2EW. Tel: 0279 026282
A member of Lloyds

Mortgage deadlock

IN 1988 my husband and I took out a 95 per cent joint capital repayment mortgage with the Woolwich building society. It was a first mortgage and, at the insistence of the Woolwich, we took out an indemnity guarantee in our favour to the value of £16,588 on a £78,800 mortgage advance.

My husband has lost two jobs in the past year (he is now unemployed) and I have lost my job. As a result the mortgage is three months in arrears.

We have had the property on the market on and off for a year and find that its value is less than our mortgage advance. The building society has always been kept fully informed and knows that our position is deadlocked - we cannot afford to pay the mortgage and cannot afford to sell.

We have twice asked for information regarding the terms and conditions of the indemnity guarantee and are still waiting for them. The policy was taken out with the Legal and General Assurance Society.

My first question is: if we sell our property for less than the mortgage advance, can we insist that the building society claim on the policy rather than pursue us for the shortfall (probably in the region of £10,000)?

Second, do we have a legal right to a copy of the policy document?

Finally, if we voluntarily hand back possession of the property to the building society, is it under a legal obligation to make first claim on the indemnity policy for any shortfall in the price they would subsequently sell it at?

We think you are entitled to be furnished with a copy of the policy. If this is refused you should take the matter up with the Building Societies' Ombudsman.

You should be able to require the building society to have recourse to the insurance if the house cannot be sold for a sum which will cover the redemption moneys, but you will need to examine carefully the terms of the mortgage and of the policy and any collateral documents.

You should consult a solicitor before taking any irrevocable step - particularly if you are contemplating inviting the building society to take possession.

Family bonds

MY MOTHER died in January, followed by my father in May. My father was always under the firm impression that premium bond holdings were not taken into account, being a lottery and a depreciating asset, when determining eligibility in terms of personal capital. Certainly he never declared his holding and was evidently never asked when the DSS made their eligibility enquiries from time to time.

As the executor of their modest estates, I have been warned by solicitors that the DSS may try to recoup moneys paid in benefits, following the publication of probate. Their view is that premium bonds are treated as capital in the same way as moneys in a building society account etc.

I have consulted Tolleys Solicitors and state benefits as the definitive work, hoping to find some clarification.

Mortgage deadlock

tion of the position, only to find that premium bonds are not mentioned. There are special arrangements I note in the treatment of National Savings Certificates.

How should I deal with a DSS claim should it appear out of the wainscot? Do personal representatives have any rights to be heard or to negotiate or is it a case of "pay up and like it?"

In the latter years, my parents' various state allowances were not spent. Can the DSS penalise their estate because

they chose not to spend moneys received, through senility or whatever cause?

As the premium Bonds were capable of being realised, their face value is a capital element which should have been declared.

Any prize money won before the date of death should also have been declared. As a personal representative you represent the estate and have the same right to challenge a claim as your testators would have had. There would be no right

Husband's liability

MY WIFE faces being made bankrupt due to the failure of a business she was running in which I was not involved in any way. I have heard that a husband can be held liable for his wife's debts. Is this true?

No, you cannot be held liable for your wife's debts if you have not held yourself out as trading in partnership with her.

Q&A BRIEF CASE

No legal responsibility can be accepted by Financial Times for the accuracy of the information given in these columns. All inquiries will be answered by post as soon as possible.

No, you cannot be held liable for your wife's debts if you have not held yourself out as trading in partnership with her.

A GUIDE TO FINANCIAL TIMES STATISTICS

Sixth Edition

The Financial Times provides the best and most comprehensive financial and business coverage of any British newspaper. And almost 25% of it is devoted to statistics.

This latest edition of A GUIDE TO FINANCIAL TIMES STATISTICS is a unique guide to the financial pages and has been completely revised and updated to reflect the newspaper's latest approach to its statistical coverage.

A GUIDE TO FINANCIAL TIMES STATISTICS is essential reading for all those with an active interest in finance and investment, including students, private investors and financial professionals.

Detailed coverage includes:

- Foreword by Richard Lambert, Editor of the FT
- An introduction to Financial Times statistics
- UK equities
- UK equity indices
- The FT-Actuaries indices
- International equities
- International equity indices
- Unit trusts, insurance and offshore funds
- International capital markets
- Commodities, Futures and Options
- Currencies and money
- British economic statistics
- Financial Times statistics service
- Appendix: how the statistics are arrived at.

PUBLICATION DATE: JUNE 1991
PRICE: £14.75 UK £17.50/\$30.00

ORDER FORM

Please return to: The Marketing Department, FT Business Information, 7th Floor, 50-64 Broadway, London SW1H 0OB. Tel: 071-299 2002 (Mail order address only)

Please note payment must accompany order. Prices include postage and packing.

OFFICE USE ONLY ☐ Please send me copy/copies of A GUIDE TO FT STATISTICS (£14.75 or £17.50/\$30.00 Overseas)

I wish to order 5 or more copies. Please send details of bulk order discounts or telephone.

I enclose my cheque value £/US\$ made payable to F.T. Business Information.

☐ Please debit my credit card (mark choice).

☐ Amex ☐ Access ☐ Visa

Card No.

Expiry date Signature

BLOCK CAPITALS PLEASE.

Mr/Mrs/Ms

Title

Organisation

Address

Postcode

Country

Phone

Signature

Date

Please allow 28 days for delivery. Refunds are given on books returned within 7 days of receipt and in good condition.

FT Business Information Ltd.
Registered Office: Number One Southwark Bridge, London SE1 7HL.
Registered in England No. 980896
Financial Times and FT are among the Trade Marks and Service Marks of the Financial Times Group.

STEWART IVORY Unit Trusts

PUSHING BEYOND THE RECESSION

In January of this year Stewart Ivory were ranked 1st, out of 91 management groups, in *The Sunday Telegraph's 1990 Management Group of the year survey.

In February, 5 of our unit trusts appeared in Money Observer's top ten tables. Both surveys were for our one year performance.

But we're far from satisfied. Although we're delighted to be 1st over one year, that is not our goal. It's to deliver long-term consistent results. With above average returns.

And with that in mind, our management team is carefully examining future growth companies around the world. Seeking to deliver strong portfolios that go beyond the short-term peaks and troughs. And the awards.

If you'd like to know more about our full range of world-wide unit trusts please write to us at Stewart Ivory Unit Trust Managers Ltd, 45 Charlotte Square, Edinburgh EH2 4HW. Or telephone 031-226 3271.

Please bear in mind though that the value of units may fluctuate and past performance is not necessarily a guide to their future performance.

STEWART IVORY

We aren't big But we're careful

Members of IMRO and LAUTRO
*Source: Miroplan. †Source: Planned Savings Financial Data Services.

BOOKS

Precocious poet who became a guru

Michael Glover on the life of 'the Daddy of the Beat generation'

"Who so chooses may look at history
As a phoned courtier gracefully
Bowing himself backwards out of a
window..."

KENNETH Rexroth, American poet, anarchist, father of the San Francisco literary renaissance of the 1940s, and "Daddy of the Beat generation" (as *Time* magazine said conveniently when he died in 1990), was born in Indiana in 1897 to a family of downstarts. His father, a pharmaceutical salesman and ne'er-do-well, died of alcoholism; his mother, an intense woman with a love of learning that she passed on to her son, suffered an early, agonising death from gangrene of the lung.

After the death of his parents, Rexroth, not yet 15 years old, decamped to Chicago, where he lived for a time with unsympathetic relatives. After leaving high school early, he rented his first apartment just down the street from Al Capone and began to move in the city's avant-garde literary circles and, especially, to haunt the North Side with its little theatres, book stores and radical clubs. He picked up the art of seamy oratory in Rushmore Square and got sucked into the labour unrest for which Chicago was notorious in the 1920s.

A precocious, arrogant hustler with a cocky personality, the young Rexroth soon had a run in with the police and was sent to the Chicago House of Correction. By the age of 20, the lineaments of his character were in place: rogue, high school drop-out,

card-carrying radical, budding actor, occasional painter in the Cubist and abstract modes, and voracious autodidact, reader of anything and everything to do with literature, theology, philosophy.

In 1927, he moved west to California and felt an immediate bond with the mountains, the wilderness, the great outdoors. He back-packed, horse-wrangled, skied, climbed, fished, swam - activities that he would pursue for the rest of his life (especially when one or other of his seemingly endless succession of wives and women was proving too much for him).

A LIFE OF KENNETH
REXROTH
by Linda Hamalian
W W Norton £16.95, 444 pages

SELECTED LETTERS OF
KENNETH REXROTH AND
JAMES LAUGHLIN
edited by Lee Bartlett
W W Norton £18.95, 292 pages

But nature was not merely an escape - it would also prove a continuous intellectual and emotional solace and a spur to his creativity. Like the 16th century German mystic Jakob Boehme, whom he admired, Rexroth endowed the natural world with spiritual significance, saw in it some enduring vision of the whole, and much of his best poetry would consist of prolonged meditations and philosophical reveries upon various aspects of this theme.

Back in San Francisco, Rexroth founded the *Libertarian Circle*, a group of philosophical anarchists, to debate the aftermath of the disastrous Bolshevik experiment in Russia. He helped to establish a social alliance against the coming world war, and declared himself a conscientious objector, narrowly escaping another prison sentence. In later years, he would campaign against American involvement in the Korean and Vietnam wars - ever the "ethical activist".

Rexroth strove to establish a West Coast identity for American poetry, believing that the nabobs of the New Criticism - associated in his mind with the East Coast establishment of literary magazines and Ivy League universities - had done untold harm to its cause, and to its great, populist tradition, stretching back to Whitman, by their small-minded emphasis upon close reading and the pursuit of the impersonal. He was after something more expansive, something more Shelleyan perhaps - a renewed emphasis upon the communion between all things living and the divine, which would, of course, include a concern for ecological sanity and a renewed recognition of poetry as an apocalyptic, prophetic, social force.

The relationship between Kenneth Rexroth and his publisher of 40 years, James Laughlin, was a stormy one, and the discovery that Rexroth finally agreed to buy a dishwasher to ease his fourth wife's burdens in the kitchen. He had a high regard for his own well-manicured finger nails.



Kenneth Rexroth: endowed the natural world with spiritual significance

depended upon Laughlin for emotional and financial support for the greater part of his life (not least during his last illness when Laughlin quietly paid \$40,000 worth of medical expenses), but he was forever attacking him for parsimoniousness.

Laughlin, one of the great American publishers of the 20th century, whose company, New Directions, nurtured the talents of Ezra Pound, William Carlos Williams and many others, spat back - and later made amends. It was to be like that from first to last; Laughlin, who had sat at the feet of Ezra Pound at Rapallo in the 1930s, regarded Rexroth, an immensely learned man, as his guru - and Rexroth was not one to turn his back upon an audience.

This first full-scale biography of Rexroth, by Linda Hamalian, who came to know the poet in his later years, is a painstakingly full - and yet somewhat blinkered - one of Rexroth's life and loves. Hamalian is most of all concerned to play the analyst and the apologist for the wronged women in Rexroth's life and, except where these things abate upon his immediate concerns, she does not tangle overmuch with the wider world of 20th century poetry.

Nevertheless, we share her pleasure in the discovery that Rexroth finally agreed to buy a dishwasher to ease his fourth wife's burdens in the kitchen. He had a high regard for his own well-manicured finger nails.

Waspish spinster gets her own back

Jackie Wullschlager on Jane Austen's point of view

"I DO not want people to be very agreeable, as it saves me the trouble of liking them a great deal", said Jane Austen to her sister Cassandra. How precisely do her novels, written in her mother's parlour, hastily packed away as guests dropped by three or four times in an afternoon, reflect the daily social round, the rigours and ironies of small-town middle-class politeness, that she herself endured? No wonder that visitors were redrawn as monsters of folly or triviality - Mr Collins, Mrs Bennett - just as her letters sting with clever abuse ("Mrs Hall of Sherbourne was brought to me yesterday of a dead child, owing to a fright. I suppose she happened to look unwell at her husband").

Oliver MacDonagh's thesis is that the waspish spinster drew on her immediate milieu so exactly that her "real and imagined worlds" were essentially the same: "we are eavesdropping on an actual and unadvised passage which has the structure of an Austen novel - so deeply, that we unconsciously accept its power to shape character and influence action. So too with the feudal society of *Emma*, each character sturdily in place, defined only by social interaction, an exchange between vicar and village spinster marking half a dozen scales of social evaluations in as many words. Down to the last graceless nuance or mimicked slip, letters from Jane Austen's Chawton days mirror *Emma*'s cosy southern England ("One has no great hopes of Birmingham. I always say there is something direful in the sound"). Yet so acutely was her finger on the national pulse that by *Sanditon*, her last

JANE AUSTEN: REAL AND IMAGINED WORLDS
by Oliver MacDonagh
Yale £18.95, 186 pages

though she broke off her own "sensible" engagement in a panic of principle and integrity. But a flux of income and outgoings dominates her books: *Elton* and *Marianne* waiting, like Jane and Cassandra, on others' gains and losses to determine their marriage chances. Mrs Jennings and John Dashwood an ironic chorus who price everything in *Sense and Sensibility*; the disposal of daughters the core of *Pride and Prejudice*.

MacDonagh sees getting and spending as the "ground floor" of realism, and hence *Sense and Sensibility* as "the first English realistic novel". No critic before has shown how deeply money is embedded into the structure of an Austen novel - so deeply, that we unconsciously accept its power to shape character and influence action. So too with the feudal society of *Emma*, each character sturdily in place, defined only by social interaction, an exchange between vicar and village spinster marking half a dozen scales of social evaluations in as many words. Down to the last graceless nuance or mimicked slip, letters from Jane Austen's Chawton days mirror *Emma*'s cosy southern England ("One has no great hopes of Birmingham. I always say there is something direful in the sound"). Yet so acutely was her finger on the national pulse that by *Sanditon*, her last

work (1817), she had moved into the Regency with a restless tale whose staccato, impressionistic prose at once mocks and epitomises its flimsy epoch.

Like his subject, MacDonagh revels in the minutiae - almost 10 per cent of Jane Austen's annual expenditure went on posting letters; public transport was 20 times as expensive in 1800 as now - to suggest the broad picture: pragmatic middle-class culture, female dependence, sentimentality versus Romantic grotesque, Austen's late work sharing characteristics with Byron and Peacock yet foreshadowing Dickens. There is not much here for those in search of the plain Jane story, though MacDonagh is inspired on her position as the most talented but most dependent of a close family, but his vision of Jane Austen as a champion of *Zenobia* brings him closer to the link between the life and the creative moments, what Jane Austen wrote when and why, than many literary biographers.

While the Austen brothers led flamboyant lives as salons and City toffs, got rich and went bankrupt, sought out unlikely wives - one married an exile of the French Revolution - Cassandra and Jane remained at home in Bath and Hampshire, unconsciously recording how society worked at an everyday level in pre-industrial England. Here is an area where the emphasis on women's work and lives, so much more conditioned by circumstances of class and period than men's, is fascinating and important.

Letters from a curious genius

I VOR GURNEY caught the rough edge of life. Wounded and gassed during the First World War, the poet and composer spent his last 15 years incarcerated in the City of London Mental Hospital, whose blackened, forbidding boundary wall still looms above the Thames at Dartford. There he continued to pen letters and poems that saw-saw between the visionary and the confused, great swathes of uncoordinated thought elbowing against the occasional passage whose splendour or charm recalls him at his creative best.

The Dartford writings have still to be sifted, but R.K.R. Thornton, editor of a previous selection of the poet's War Letters, has here amassed all the known Gurney letters to the end of 1922, embracing not only his first breakdown in 1913 and the failed love affair and crisis of early 1918, but much that is valuable from the period immediately after the war, plus the entire Chapman correspondence, written to the High Wycombe family he adopted some years earlier, and who sought unsuccessfully to spare him his final ordeal by in turn offering formal, legal adoption when collapse seemed imminent.

His sufferings recall John Clare or Christopher Smart, but far from being a picture of gloom, these letters are a delight. The Gurney sense of fun is infectious, his appetite for literature voracious. War and institutions usually kept him on a more even keel. The Middlesex War Hospital at St Albans generated a wealth of letters with poems attached that show just how far he had advanced since his earliest war poetry collection, *Severn and Somme*.

Professor Thornton has made good progress in ordering the correspondence; a number of dates remain speculative. Footnotes gloss many small details, though Gurney's asides are legion and several individuals musical quotations have still to be indexed. Twenty-one pages of quotations down to individual poems, songs and references to *The Times Literary Supplement*, enable readers to map out preferred routes and make their own inferences.

The contents amount to Gurney's table-talk, often frenetic, but always radiating his personality. He pleads guilty to self-centredness: "Please excuse this egotistical letter, but I can write no others that are not washy platitudes" - a preoccupation not just with self, but with the artistic

endeavour to which he almost naively subordinates himself at the expense of all else. "I don't like wee bits from R.E. or R.E. Benson, and sentimental Wehmuthings to give you a Teutontism. I like letters to be about the people who write them: a healthy egotism as our German friends would say." His writings are peppered with responses, constantly changing like a kaleidoscope, to books he has just read or any new happening in the literary or musical field. His judgments are rarely fully digested, though many are intuitively perceptive.

We possess virtually none of the letters he received, but correspondents included Edward Marsh, Bridges, Massfield and Blunden. His chief support, amid enthusiasms and anxieties, was Marion Scott, effectively Gurney's literary executor, to whom many of the letters are addressed. Some of the most enjoyable are to his solicitor friends - the poets F.W. Harvey and John Haines.

I VOR GURNEY:
COLLECTED LETTERS
edited by R K R
Thornton
Corgi £25, 579 pages

minor literary figures who had the measure of him. He wends his way through Coleridge, Milton, Wordsworth, Chesterton and Belloc; devours the minor Elizabethans and urges Howells to write a *Symphony* on Henry IV; praises Edward Thomas or holds forth about Whitman; weighs his own best work (the 1919-22 poems, including the draft for "Rewards of Wonder"; the *Piano Preludes* and most of his 300 Songs). With publishers biting, he was on the verge of some success. Instead, as letters from the period show, financial and emotional insecurity forced things to a head. Professor Thornton's planned new life remains some way in the future. In the meantime, these *Collected Letters* rival Michael Hurd's biography as a route to some understanding of this curious genius from the early years of the century.

Roderic Dunnett



Daumier: Four Children Playing - from *The Drawings of Daumier and Millet* by Bruce Laughton (Yale £35, 230 pages). Professor Laughton's critical and comparative study of these two mid-nineteenth century French artists focusses on the development of their innovative and influential drawings. It relates them to the complex personal and family relationship between the two men and situates them in the social and political history of the Second Republic and the Second Empire. Extensively illustrated in colour and black-and-white.

Any good viruses lately?

L ITERARY SCIENTISTS are generally seen to shine against a sullen background of verbose specialists and innumerate generalists. The most obviously valuable are the likes of Stephen Hawking and the late Richard Feynman, who explained the discoveries with breathtaking clarity.

More subtle, and perhaps more powerful, are the philosophically inclined humanists. They describe both their subject and the worldview it implies. Among them are the greatest of scientist-writers such as Jacob Bronowski, Primo Levi, Bertrand Russell and C.P. Snow. Then there are the entertainers, who can produce ripping yarns where pacing and tension are as important as education. Feynman features here again, as do James Watson in *The Double Helix* and Oliver Sacks.

George Klein, a Hungarian Jewish Jewish cancer pioneer, is a contender for the second category. He writes on Wagner and sex; being caught on a Cuban airliner forced to land in fascist Portugal; Sweden's puritanical pornography; and how old viruses get on well with people (it's the young, crazy ones like HIV that sink things up).

His anecdotes rank with the best. The great US physicist Leo Szilard had so little confidence in American doctors ("all they want to do is make money") that he refused to be treated for bladder cancer. Klein persuaded him he would die if he did nothing, while

THE ATHEIST AND THE HOLY CITY
by George Klein
MIT Press £14.95, 223 pages

TRIALS OF AN EXPERT WITNESS
by Harold L. Klawans
The Bodley Head £13.99, 288 pages

Swedish doctors told him the best surgeons in the world were in New York. But Szilard went to a medical library, immersed himself in the latest research and pulled a radiation therapist into giving him the treatment he demanded. Szilard specified radiation doses and beam angles, and cured himself.

As with most sciences (or any other subject, for that matter), there is little intrinsically difficult to grasp in molecular biology. There is a lot to it, however, so you will be punished with incomprehension if you lack patience or concentration. Klein is a first class teacher. You learn science the intelligent way. No gimmicks, just simplicity and clarity.

Klein adores life with a spiritual fervour. Add to that a streak of worldliness and you have an original thinker: a rational romantic whose work will disappoint cynics, frustrate clerics and bring a warm glow to the hearts of agnostics. Klawans, on the other hand, is an entertainer. His stories are anecdotes too, but more like a cross between

LA Law and *The Man Who Mistook His Wife for a Hat*.

As a novelist and a professor of neurology, Klawans has the tools with which to write a blockbuster of the proportions of *Awakenings*. His master formula for portraying courtroom drama works every time. He knows how to balance the technical with the emotive. Both law and neurology are complicated. Some may be irritated by Klawans' sugaring of the learning pill with a frequent, sometimes melodramatic, use of one line paragraphs. But the result is close to being the most fun you can have while reading a neurological book.

There are serious chapters too. Klawans explains how Ezra Pound, who broadcast Nazi propaganda from Italy during the Second World War, avoided execution by being declared insane. No psychiatrist who thought he was sane was asked to testify and none of the psychosis treatments available was ever administered to him.

Then there was the assassination of Harvey Milk, the gay San Franciscan politician shot by a former colleague, Dan White. The defence against a murder charge was that White was a manic depressive as a result of his junk food diet.

White was convicted of voluntary manslaughter. But the chocolate defence has not been used since.

Daniel Green

uses words like some professional philosopher of fiction. His puzzles and the use (or misuse) of time and memory serve to make a kind of fiction that ignores the usual logistical parameters of form. A fervid imagination and a sea of dreams evoke a world that is full of sensory impressions. There is space at the end of the book for the reader to write in the denouement or the "solution" to the crossword. I looked at Pavic's solution and still was none the wiser.

Matthew Bray

An Odyssey all clued up

with chapters that give clues "up and down".

Landscape Painted With Tea is a departure from *Khazars* but no less surreal. The plot, if there is one, takes burnt-out Belgrade architect Alanas Sylvar on a search for his officer father who disappeared in Greece during the Second World War. Led to an ancient monastery on the Aegean, Sylvar learns of things that might and do have an effect on him.

LANDSCAPE PAINTED WITH TEA
by Milorad Pavic
Hamish Hamilton £14.99, 384 pages

He sets up in America and enjoys success; his childhood darling becomes a famous opera singer; later, the marriage caves in. Readers of Pavic will not be

disappointed with this slice of mystery. Because there is no delineated structure to the book, the varying strands can be read either in the conventional step-by-step manner or by selectively choosing which path to follow. The tale of Sylvar, his sisters, wife or the monastery can be pursued at random. It is a technique which will either delight or irritate. Pavic is an experimental writer, but not one who

More to Manderley than meets the eye

DAPHNE DU MAURIER died in April 1989 at the age of 83. She had not published anything since 1981 when a bout of depression, apparently related to a lack of fictional inspiration, led to the onset of senile dementia.

It was a sad ending to a phenomenally successful writing career and an apparently idyllic marriage to Lt-Gen Sir Frederick Browning, lived out in the gracious surroundings of Menability in Cornwall, the Manderley of most famous novel, *Rebecca*. She acquired additional glamour from her father, the matinee idol Sir Gerald du Maurier, and from her grandfather, George du Maurier, author of the Victorian bestseller, *Tillity*.

Her work has long been due for serious reassessment. The safe line to take, and the line adopted by Judith Cook, is that she was primarily a storyteller; readers forget the limited vocabulary, the wooden dialogue and the stereotyped characters because they are beguiled by the narrative. But this is not enough to explain the continued appeal of her work. Nor does it place her in any relevant literary context. She had more in common with the Brontës than with Barbara Cartland. Her bizarre and unsettling short stories should be re-read immediately by anyone who claims that she was

DAPHNE
by Judith Cook
Bantam £15.99, 321 pages

THE PRIVATE LIFE OF
DAPHNE DU MAURIER
by Martyn Shalloo
Robson Books £14.95, 183 pages

merely a writer of romances.

The freedom of imagination with which she developed her plots, and certain recurring motifs, make her works of fiction a potentially fruitful area for psychological investigation of her elusive and secretive personality. A natural reluctance to face up to what this could reveal is perhaps one of the reasons why Dame Daphne never wanted a book published about herself in her lifetime.

Another is that, beneath the fairytale facade, her life was in fact pretty grim. She never owned Menability, and friends say that she never really recovered from the double blow of widowhood and having to move to Menability's dower house. Her husband had other women, and later drank to excess. Dame Daphne herself was constantly worried about money in the illogical way that only people who have grown rich from an untutored, instinctive talent can be.

Neither of these biographies makes any attempt at a reassessment of the work. Judith Cook plods conscientiously through the secondary sources, with little original research and no original thought. One has the strong impression that Dame Daphne's real friends have closed ranks, awaiting the approach of authorised biographer Margaret Forster before making any revelations. I thought Cook's biography was disappointing, until I read Shalloo's, which is woe.



Daphne du Maurier

assessment of the work. Judith Cook plods conscientiously through the secondary sources, with little original research and no original thought. One has the strong impression that Dame Daphne's real friends have closed ranks, awaiting the approach of authorised biographer Margaret Forster before making any revelations. I thought Cook's biography was disappointing, until I read Shalloo's, which is woe.

Alannah Hopkin

What best friends are for

"THE industrialization of the world, the totalitarian State, and the epidemic of materialism have made an end to friendship", according to Cyril Connolly. If this sounds a bit melodramatic, it is surely true that the whole nature and tradition of friendship require reconsideration and refurbishment.

Of the recent plague of anthologies, the *Oxford Book of Friendship* is therefore more timely than most.

It is of course the typical potpourri of extracts from letters, diaries, essays, poems and novels, randomly mingling fiction and real-life. Slim, quotation-book aphorisms alternate with lengthy excerpts on the meeting of poetic minds (Robert Frost and Edward Thomas, Ezra Pound and T.S. Eliot), love sharpened by loss (Frost, Martin Bell, Emily Dickinson), hardship-engendered affection in Auschwitz or the African jungle, or love across barriers of class, age, race and species.

Yet not only are crucial themes systematically developed within and across the book's 12 sections, but the zig-zagging between life and art, theory and anecdote, epigram and exemplification, is appropriate to the subject. Parts of the book resemble a conversation between friends, with certain key voices - La Rochefoucauld, Thoreau flourish, idealistic, Johnson testily exact - sounding what become distinctive, but often unpredictable, notes.

Throughout the book, for instance, Aristotle's dictum

chorus (of our friends) fitly to teach us what we are." And Hazlitt turns Aristotle on his head in saying that friendship is "self-love at second-hand, where, as in a flattering mirror, we may see our virtues magnified and our errors softened".

Enright and Rawlinson have done an excellent editorial job in selection, less so in their introductions to the book's 12 sections. Because they insufficiently analyse and unify the underlying themes, the *Oxford Book of Friendship*, however enriching, crystallises and reassembles the reader's already-held ideas, rather than engendering new ones.

Jane O'Grady

Your sport is under threat

The BFSS protects it
Join Now

ONLY ONE SOCIETY
DEFENDS
ALL FIELD SPORTS



BFSS, Dept FT1
59 Kensington Road
London SE1 7PZ
Telephone 071 928 4742

FIELD SPORTS

Robin Lane Fox is an unblushing and unrepentant lover of the chase — foxes, in his case, as he explains below. Over the next seven pages, Weekend FT writers turn their sights to the privileged pleasures of the field

Scent and season: the twin secrets of life

WHETHER Britain buried the key to a memorable life in its calendar, I was taught it as a child and have relied on it ever since.

From March until mid-October, devote yourself to the garden, from mid-October to March, go gently on the garden and turn to the hunting field instead. Swap the secateurs for the saddle, the wheelbarrow for the whip. In no other country are the weather and the soil so admirably suited to two different seasons, the flowers, then the foxes: memorable living is made from them both.

Halfway through a life-span, this way has left me with a store of memories which nobody can take away. Socialists want to interrupt them, but even they cannot do so retrospectively. At this time of year, people like me are beginning to think of their second season, of late November afternoons when frost is in the air and everything runs like the clappers, or mornings when the rain is horizontal and the route is all downhill, on rolling grassland where you can still spread out at a memorable hedge. Hunting is like love or war: anything can happen at a moment's notice.

Unlike markets, hunters love uncertainty. This sequence of living is widely misunderstood. From March until October, I am socially respectable: I am near God's heart in the garden. It is the pursuit of human pleasures. Almost everyone admires the idea of the garden; even the socialists want red rosebuds in their buttonholes.

From mid-October to mid-March, exactly the opposite

image prevails. My sport is sadistic and unspeakable. It is cruel and — worse — it is upper-class. Actually, it has now become upper-class to say so and people call it elitist instead.

Where is the logic in the popular mythology? From March until mid-October, I am killing slugs, snails, mice and caterpillars and only wish that I could kill a million greenflies, too.

In mid-October, I practise unilateral disarmament. I put away my weapons and I follow an organised business of pursuit which is so inefficient that after four days a week, 26 weeks in the year, it has done marvelously if it has caught about 200 foxes.

Many more will have escaped, greatly assisted by my presence. Short sight and over-enthusiastic riding never catch anything except trouble. Like a rabbit in a garden, a fox knows how to be a destructive pest. Last weekend, on the Boulevard St Germain, the Paris magazines headlined the victim: "Reward" they announced, "Le Vrai Brigand". In the 19th century, English expatriates briefly set up a fox-hunt near Boulogne. Within a day, the *gendarmes* were called out to stop them.

Worse wrongs do not make lesser wrongs into rights. Cruelty is still cruelty, whether it is practised on one fox cub or on thousands of hand-reared pheasants, on a wasp at a summer picnic or on battery hens, cows and lambs for the carnivorous majority's table. I like consistency. Those who revile hunting because it is cruel should extend their revulsion elsewhere. In hunting, there are no wounded foxes. The

only wounded are the followers who are doing it for fun.

The problem, therefore, is not that it is cruel but that it is thought to be horribly upper-class. How does it look when seen from the field? I have hunted from Galway to Belgium. I have seen grown Irishmen swim rivers and brave Belgians tremble in panic before a foot-high rail which, horror of horrors, they were obliged to jump.

I have seen foxes walk, with justified contempt, before a pack of hounds in the commuter belt. I have even run a hunt myself, using artificial scent and losing most of the skill and half of the fun. True, I have heard bags of scandal, votes on the masters' morals in Somerset or quarrels between two masters over mistresses which caused hounds to be taken home in Derbyshire.

I have also seen the cost soar: £1,000 hardly covers the best subscriptions for a season and the bill for keeping a horse rapidly outstrips the cost of buying this four-legged gamble in the first place. Those who hunt need spare money, unless they are farmers who can hunt for virtually nothing because their land puts up with the awful mess.

Money, nonetheless, is thrown at snow and skiing at no less of a weekly rate. Money alone does not make a sport repulsive. In the past 30 years I have seen hunting, like everything else, pass ever further from a single class monopoly. If it relied on old hunting families, it would have died years ago. Most of them have opted for alternatives. As a criminal barrister likes to remind me wistfully on Saturdays, he could be doing something else

if his wife would let him: long lunches, videos and other cheaper ways of keeping warm.

Hunting no longer relies on its old clientele. Instead, the sport has flourished by blood-ing new customers. They are not the squires and duchesses of a mythology based on the 1920s. The social base support has swung back much further, close to the 1840s. You can see this in the novels of Surtees, who looked out on a similar variety of hunts and hunting people.

In the 1840s, a squire or two kept company with tenant farmers, odd dealers, rakes, confidence tricksters and persons of uncertain occupation. Nowadays, you will encounter greengrocers, builders, car-dealers, cooks and self-styled financial advisers. I have seen them all get on a horse, sometimes because a friend bet them that they never would, sometimes because somebody has told them that hunting is the sport of a lifetime.

By mid-October the ground will begin to be colder than the air. There will be mornings when Britain's bedgeworms look black and when the wind is in the south. All day, you could be out there on horseback, living on your nerves and by your wits without the noisy cocoon of a car.

It has to be better than shopping. Make the most of it, a mounted civil servant told me last Christmas as we both stood nervously in the half light before a flooded ditch. We did, and both fell into it. But we survived, and so did the fox — not cruel, not upper-class, but something else: mad, in the face of logic.



Peter Arkell

Fishing

This childish and most wondrous thing

What makes a grown man stand thigh-deep in a river waving a concoction of feathers at a fish? Tom Fort explains his philosophy

"WHEN I BECAME a man," St Paul says in that high-minded way of his, "I put away childish things."

I did not; not all of them, anyway. You need a few to stay sane in this grown-up world. My favourite childish thing is fishing. By "childish" I don't mean infantile or "ill-behaved" as my dictionary has it. In my view, it becomes an adult very well. Once I know someone is a fisherman — whether it be Ernest Hemingway, Jim Slater or Neville Chamberlain — I know I have identified one redeeming feature in that person.

Fishing is an enthusiasm most easily acquired in childhood. It springs from the instinctive fascination which water exercises on boys (I can't speak for female anglers). I

would go as far as to say that there is something wrong with a boy who can pass a pond without wanting to dip a net into it, lob a baited hook into it, inspect the margins for tadpoles, or — at the very least — chuck a stone into it.

If the bug bites in childhood, it usually does so deep, and the fever is fierce. I followed in the footsteps of two elder brothers and within a year became an addict. Walking and sleeping, I dreamed of toothy pike, fat-fished chub, round-mouthed carp. I never caught any of these, though, for I was as incompetent as I was obsessed. My hunger was fed by the odd bristly ruffe and silver bleak.

I became a little more proficient in my early teens, before painful adolescence forced the love of fishing into semi-liber-

nation. This is common, and many never rediscover it.

Somewhere, John Hillaby describes how he lost interest in fishing (his fishing book, *Within The Streams*, is a delight). In a way unimagineable to me, he found more fulfilling than angling. My eldest brother gave it up, too, preferring village cricket and sitting on the committees of worthy local bodies.

Having emerged from the waking sleep of university, and recovered from the catharsis of having to earn a living, I began to fish again. I discovered dry fly fishing, and became keen. I contrived — unconsciously, I maintain — a way of life which afforded more time for fishing than most. And thus I have arrived at this time of life: just beyond the 40-year mark, a



time for self-examination.

Although I no longer have the fanaticism of extreme youth, I find I love the sport as much as ever. But the passion is mitigated by typical middle-aged restraints. I do not like fishing in the rain — it is uncomfortable. I do not like fishing all day — it is boring. I do not like sitting in boats for hours — it makes my bottom hurt. I much prefer rivers to still waters, dry fly to wet,

summer to winter, fine days to foul.

What I like most of all in fishing is success. You meet anglers, mainly in books, who expatiate on the birds, the insects, the flowers and trees, the bounty of nature. These are all very well, and they help to fill books. But they do not make up for absence of fish. They may console, but not compensate. The essence of the business is catching fish.

Non-anglers sometimes ask: what do you think about when you are fishing? (They are the same people who persist in the idiotic fallacy that fish bite better in the rain). The answer, for most of the time, is: fishing. If you are standing in a river when the rise is on and your mind is on the cost of borrowing or the future of the Uruguay Round, you are most unlikely to be able to put your fly over that fat fellow feeding between the weeds.

At that moment, you will want to catch him more than anything in the world. After he has risen to your fly and broken you, scaring every other fish in the pool and signifying the end of sport for the day, you may, by all means, relax by chewing over a few eternal philosophical truths. But the

moment at which the contest between you and the fish is decided is simple and pure.

Behind that simplicity, and nourishing it, is the wonderful, immense complexity of the science of angling. No sport has inspired such expenditure of high-grade brainpower. There is theory and practice enough to sustain a university faculty. Great men have pondered the mysteries — and mysteries still they remain.

I have, in my time, dreamed of being a good fisherman. Now, I know this will not be. They are born, not made. I have advanced, but only within the category of the mediocre. I realise I will never get any higher.

Yet that is fine by me. I do not want to be too good. In my detached, analytic mood, I

value disaster as highly as success. I want those heady moments of conquest to be earned, painfully. If ever I found fishing easy, then I might think of giving up. But there is little danger of that.

My conclusion is that each of us needs to be deadly serious about something that does not really matter, and that there must be something in it which we can never master.

Occasionally, gardeners need to be beaten by rose blight or black fly. Every now and then, a sculptor should chip off a nose or ear. Sailors must capsize, horsemen fall off, crack shots miss, batsmen get ducks, golfers go mad in bunkers, fishermen break rods and lose monsters.

It is not failure we must fear, but perfection.

Tom Fort

Ritz's ravishing river is born anew

SINCE THE dreadful accident which befell my favourite fly rod a few weeks ago, I have been using an even more antiquated weapon. My eldest brother bought it in Paris well over 30 years ago, and while I do not yet love it as its predecessor — rods are like dogs in this respect — it is a lovely thing, and I am warming to it.

On the honey-coloured cane above the cork handle is inscribed "Ritz Super Parabolic PPF Parlo Club 8' 5 1/2" 5 1/2 oz." It was pleasingly appropriate that I should have been using it on my first trout fishing excursion to France, on the Risle in the rich, flat farmland of Normandy, for this rod was the fruit of half a lifetime's work by one of the greatest fly fishermen who ever lived, Charles Ritz.

It was on the Risle — in his day one of the incomparable trout rivers of the world — that this formidable man arrived at his conclusions about what a perfect fly rod should be.

In addition to running his hotel, designing tackle and catching huge fish all over the world, Ritz wrote one of the immortal classics of the sport, *A Fly Fisher's Life*. I can still remember the awe with which I first read this compelling testament to a consuming passion.

Ritz believed that the most important aspect of fishing was the cast. He developed a technique which he called high speed/high line, larding

its exposition with innumerable baffling diagrams and such abstractions as the total power zone, and the squeeze-zio-block. His approach now seems to me more than a little cranky. But no matter, for the rest of the book, in which technical matters are interlarded with gripping reminiscences and memorable tributes to the master anglers he knew, is tremendous.

Ritz wrote of the Aclois stretch of the Risle that it was the finest in the world. The Aclois fishing was in the hands of his friend, the banker Edouard Vernes. Part of it ran past Vernes' country lodge, La Behottiere. It was here that I came to fish.

No fisherman could resist it. On the roof of the lodge a weather-vane in the shape of a trout circles in the breeze. There is a relief over the front door in which a trout jostles with a badger and a hunting dog. Beyond the garden, which is in the fussy, formal style, is a working mill, next to an ivy-clad cottage.

The glory of the house is its position, on a bend in the river with a great cluster of willows opposite. From the upstairs windows you may peer into the water and make out the shapes of fat trout between the waving weeds.

The reputation of the Risle declined after the days of Ritz and Vernes, so much so that

mention of its name would provoke a sad shake of the head. Pollution was its bane, the villain being a sugar factory a few miles upstream. But now — so local opinion maintains — the river is reviving. The sugar factory has closed, the riparian owners have got together in matters of stocking, weed-cutting and water quality monitoring, and the fishing is — well, certainly not the finest in Europe, but well worth hopping over from England for.

The day of my visit had been baking hot, 83° in Paris, and the evening was sticky and still. I was with a man from the magazine *Trout and Salmon* who had tackled up

while I was lingering over my bowl of raspberries and Normandy cream in the garden of the excellent hotel down the road. As soon as we arrived at La Behottiere, he disappeared in the direction of the tiny stream behind the mill. I heard him whoop with triumph at his first fish as I was still tying on my fly.

I went downstream on the main river and spotted two Frenchmen below the boundary poised over worming rods on the far bank. To be honest, their methods looked more suited to the water than my own, and I was a trifle surprised to catch a nice trout of over a pound which rose enthusiastically to my sedg-

beside a weedbed. As the shadows lengthened, I moved upstream, and lost a much bigger fish at the net.

I met the man from *Trout and Salmon*, who had caught nine. I congratulated him through clenched teeth, and caught one more myself, in almost total darkness. By then there were trout feeding everywhere and I thought of Ritz's words: "The evening rise is a fabulous spectacle. The river boils. But the catch is nearly always very moderate."

It is not easy to form impressions of a river on such brief acquaintance, but I would suggest that the Risle could rediscover at least a measure of its former glory. There are

too many coarse fish, and a great deal of work needs to be done, particularly in clearing the silt which lies along much of the bank. But, given consistent water quality, the potential is there to create an enchanting fishery.

The property, including the lodge, mill, assorted outbuildings, 40 acres of land and a couple of miles of fishing on main river and side streams, is for sale, through Savills in London's Sloane Street. It is an alluring spot, and if I had \$500,000 to spare — bearing in mind what that sum would get me in Hampshire or Berkshire — I would snap it up. As it is, I shall have to make do with the memory of a golden evening spent in the footsteps of a great Frenchman.

Designer courses for all sorts of horses

THE RIDER dismounted from his horse, wiped his brow and said with a broad grin: "I haven't had so much fun or jumped so many jumps all season."

This sounds like the sort of day most riders would give their whip hand for, either on the hunting field or off it. But this day out was simply off the roads without a bound a sight: a seven-mile ride across farmland over a purpose-built course with 26 jumps.

In Britain there are 26 such courses in the south, south-east and Midlands run by an organisation called UK Chasers, formed in 1989 by Lance Warrington primarily to promote safe, off-road, non-competitive riding, and to combine horseriders' interests with those of the farmers' over whose land they would ride.

He chose a good moment. According his

colleague, David Talbot, farmers are coming to them rather than the other way round. What with EC regulations, butter and wheat mountains, salmonella, mad cow disease and radioactive sheep, farmers are diversifying into non-agricultural activities.

And very inventive they are, too. Convinced that more and more people are looking for country pursuits, farmers are already providing alternative shooting (clay pigeons breaking cover rather than pheasants — no dinner to take home, but much cheaper to run), coarse fishing and falconry as well as equestrian facilities to boost their dwindling incomes from arable and dairy produce.

With a little imagination, a long cross-country track could be used by mountain bikers (another group of people looking for off-road facilities) and hikers

One farmer has even had a serious enquiry about the possibilities of husky racing.

Naturally, many estates are unsuitable for an off-road course six to 10 miles long. The one perched on the Dorset coast near Corfe Castle is marooned, cut off on its peninsula by holiday traffic: only half-a-dozen members have ridden there this year. But for the right farm in the right place it could be an attractive proposition. As one farmer said, it is one thing having horses gallivanting all over your land; quite another when they are restricted and paying for it.

Like most good things, these courses do not come cheap. The landowner has to pay for the design and construction of a solid, professionally-designed course of jumps with a choice of height and non-jumping options (off-road carriage driving, for

example). Even using timber and labour from the estate, this will cost from \$4,000 to \$8,000 and up to £12,000 if timber is bought in.

Once the course is built, the farmer can charge each rider £5 to £10. He must also collect the £5 fee UK Chasers charges non-members. He can hold events and hire it out to groups for the day. Local riding clubs, hunts, draghounds and Pony Clubs are all proving useful sources of income. Some farmers provide facilities such as loos and picnic places — even showers on one course — and UK Chasers encourages all of them to install an answering machine with a recorded message giving opening times and ground conditions.

UK Chasers is learning on its feet, and from its mistakes (inde Dorset). It got its costings badly wrong to begin with, charging a relatively high membership fee (£35)

and relatively low excess on course fees for non-members (£2). More than 8,000 have ridden the courses since 1989, but at the start of this year membership was only in double figures.

In April the company reduced its membership fee to £15 per annum plus £2 insurance (cheaper rates for juniors and pony club members), launched an advertising campaign and put a hefty £5 excess charge on non-members when they ride. Membership has shot to 800.

The venture is not a great money-spinner for the landowners. They open the courses at their own discretion, usually at weekends or by appointment during the week, and choose whether to advertise locally or not. But they all think off-road safe riding a splendid idea, and regard the course as a long-term investment rather than a quick way to make a buck.

Details from UK Chasers, Otmoor Lane, Beckley, Oxford, OX3 9TD, tel: 086-735682.

Caroline Cross



FIELD SPORTS

Food & Drink

Scotland lifts its game in pursuit of culinary excellence



John Webber, chef/manager of Kinnaird, in Perthshire, with a fine fresh Scottish salmon

A Good Food Guide from the early 1970s records a reader's trip around the north of Scotland. Every evening the menu in six different hotels was, with one or two variations, the same: "Thinned soup, thin steaks or pale chops, frozen chips... followed by cheese that was crazy paved and weary".

Nowadays it is possible to contemplate an eating tour of Scotland with the shooting, fishing and golf on the side. The same ingredients that were available in the 1970s are now being put to great effect by a varied collection of talented chefs - many Scottish, some English and one Norwegian.

The restaurant scene in Edinburgh is slightly quieter, reflecting the differences in the two cities' characters. The Vintners' Rooms in Leith (031-554-5757), now owned by Tim and Sue Cunningham, from Salisbury, Wiltshire, has a dining room that reeks of history and good food, but the two most significant dining rooms on this part of the East Coast are outside Edinburgh, conveniently close to two famous golf courses.

At La Potiniere (0620-843214) in Gullane, on the coast and close to Muirfield golf course, David and Hilary Brown offer their own ver-

and well-executed food. For anyone keen on all the sports that only Scotland can offer, and who likes to eat well too, the Kinnaird in Perthshire (tel 079-682-440, fax 079-682-389). The estate, 3,000 acres, boasts salmon fishing on the River Tay with its own ghillies, pheasant and grouse shooting and roe stalking.

The house, built in 1770 has been restored under its new owner, Constance Ward, and boasts as its chef/manager John Webber, who has cooked at Giddeigh Park and Cliveden. In Banffshire, the Craigh-

In Wales, also, many hotels and restaurants are now being changed and improved at almost as fast a rate as those in Scotland, although those living near north Wales seem to be the biggest beneficiaries.

At Llandrillo, the Tyddan Llani Country House (049-084-284), restored by Peter and Bridget Knard, offers private fishing in the River Dea. Bodysgallen Hall at Llanudno (0492-32519) offers riding, shooting and fishing nearby.

The extraordinary Hotel Portmeirion (0766-70228) is now open after a seven-year closure, while Plas Bodogres (0763-612363) at Pwllheli offers some of the best cooking in Wales. Further south on the banks of the Wye Valley businessman Sir Bernard Ashley has restored Llanggoed Hall (0874-754525) to ensure those who want to fish for salmon on the Wye or the Trefon, shoot or walk the Brecon Hills.

In mid-Wales, on the edge of the Snowdonia National Park and the Dyfnant Forest is the Lake Vyrnwy Hotel (089-173-682, fax 089-173-269) which offers trout fishing on the five-mile-long lake and shooting more than 16,000 acres. The owners are obviously anticipating a good shooting season this autumn because they have just announced three weekends devoted to game cookery when their chef, Andrew Wood, will show you what to do with your bag. The courses, over the weekends of November 8-10 and December 13-15, this year and January 10-12 next year will cost £120 per person to include accommodation, meals and the course.

The local produce has always been good - now hotels across the border are finally doing it justice, reports Nicholas Lander

sion of a set menu and stunning wines at lunch. Monday, Tuesday, Thursday and Sunday and in the evenings on Friday and Saturday. The Peat Inn, close to St Andrews, is run to high standards by David and Patricia Wilson (033-484-206).

One significant indication of just how much the cooking has changed in Scotland is the vast improvement in two of Scotland's big golfing hotels which, until recently, failed to venture beyond smoked salmon and steaks. Now well on their way to being leisure centres with wonderful golf and other sporting possibilities, the Old Course Hotel at St Andrews (0334-747111) and the Gullane Hotel (0764-622311), where Alan Hill (ex-Savoy) is now the head chef, offer far more interesting

lachie Hotel offers the same sports on the River Spey (0340-204, fax 0340-253).

There is no shortage of good restaurants or hotels along Scotland's stunning west coast. The kitchen at the Crinan Hotel (054-883-261) is only 50 yards from where the fish are landed; Eric and Betty Allen have turned the Airds Hotel at Port Argyll into one of Scotland's finest (063-173-236) while across a small bridge the Isle of Erika Hotel (063-172-371) stands proudly on its own 250-acre island.

Most impressive perhaps both in terms of cooking and location - you can only get there by rowing boat - is the Altnaharra Inn at Ullapool (085-483-230) run by Gunn Erickson and Fred Brown.

Cookery

Real gunmen don't eat quiche



In *Classic Game Cookery* Julia Drysdale tells with wry humour the sad tale of hours spent shopping for and making casseroles for a shooting lunch and of being "left with a gallon of it afterwards".

Arabella Boxer, in an eminently desirable book to be published next month (I shall return to it then), mentions that cassoulet was served at a recent shooting lunch she attended. "Perfect food, I should have thought, for a cold day, but it did not meet with approval from the other guests, being considered too exotic".

Ah, foreign food. The motto seems to be if in doubt play safe. The more familiar the food the better the chance that the guns will relish every mouthful. Surprisingly, however, lasagne and moussaka are "considered very clever" according to Julia Drysdale.

Every food writer who speaks to enthusiasts about rich meaty puddings, pies and stews for shooting lunches. Beefsteak and kidney, lamb, poultry and game are popular, though I am a little confused about whether

or not it is considered fair game to eat one sort of bird while shooting another.

In *The Sporting Epicure* (a hodge-podge of sporting feasts for cooks and bedside readers to drool over, to be published by Kyle Cathie just in time for the Glorious Twelfth, £17.99) author Ronald Eden reveals a personal preference for sausages and mash. "A dish that is hard to better," he still has the haybox, complete with its padded compartments, from which he ate that dish on a partridge shoot in 1938.

Shepherd's pie wins special praise from some people but Irish stew and Lancashire hot-pot get the greatest accolades from my shooting friends and in anthologies such as Eden's. Patrick Chalmers' description, written in the 1890s and quoted by Eden, of "a hot Irish stew of the obsolete sort that is never forgotten," packed with young rabbit, boiled streaky bacon and pigeon as well as cutlets, sounds irresistible. Even the humbler version most of us know, using only sheep meat, is terrific when well made, as is a good Lancashire hotpot.

I would guess one reason for the runaway success of both dishes with the shooting fraternity may be that no other recipe has succeeded in bettering the fusion of potatoes and meat than these two.

Baked potatoes - theoretically a contender for serving with stews - are really not on, as one young sportsman reminded me, unless they can be transferred rapidly from

oven to plate. If left to hang around in a Thermos all morning they deteriorate to damp imitations of the real thing. Rice, steamed potatoes and foil-wrapped garlic bread all travel better.

Another trick is to top a stew at the point of serving with separately-packed rounds of hot toasted cheese, made using thick slices of French bread spread with mustard and cheese. Push them well down into the stew so they begin to soak up the gravy. This is especially good for a beef stew with onions cooked in ale (to call it Carbonnade Flamande might invoke derision).

Curries are a popular choice and once again Patrick Chalmers comes up with a wonderfully appetising image: "sizzling hot curry" packed and served in individual earthenware pots with a layer of rice piled on top, so "the hot pots warm the hands of the luncher even as their contents warm his heart".

Just as piping hot food is better appreciated than cold, so warming spices and strong savoury flavours always seem most welcome. A shooting lunch is no time for the cook to indulge in great subtlety. Techniques are liable to be mildly numbed by a long morning spent in fresh and probably chilly air, followed by a dose of alcohol on coming in for the lunch break.

Tabasco, Worcester sauce, cayenne and curry spices can be used more freely than usual. Devilish sauces can be especially devilish, and eyes will light up if the salt cellar and peppermill are joined on the table by a selection of pungent extras: a couple of mustards, some horseradish sauce, mushroom ketchup, a chervil essence and other old-fashioned mixtures, pickled walnuts, and several chutneys.

Philippa Davenport

The best nips at your hips

Giles MacDonogh picks warming drinks for sportsmen's flasks

IT IS 11 am and you have been out on the moor since breakfast. The wet heather has soaked your trousers. In the last half hour the damp has permeated your thick woollen socks. You arrive at the butte to discover that it will be a few minutes before the drivers drive the game in your direction. You reach into the pocket of your Barbour and pull out a hip flask. A small swig of restorative liquid will take your mind off the discomfort.

But what is in the flask? It seems that most fight shy of drinking neat spirits at that time of day and prefer to drink something sweet, or a blend of spirits with a sweetener. One popular mix is "chisley": cherry brandy and blended whisky (no point in using your best malt if you're going to drink it with cherry brandy). A personal favourite is whisky mac, made from J & B or Famous Grouse whisky and Stones or Crabblies ginger wine. The ginger seems to be particularly effective in dealing with cold. In Ireland I have encountered a local variant called "whiskey milk": the Scotch being replaced by Paddy's Irish whiskey.

Another standby is sloe gin. Oddbins stock one called Hawkers (£11.99) which has a good flavour of sloes. Some people might find it too sweet, in which case the solution is to cut it with a dash of vodka.

Some sportsmen put port in their flasks. It would be a pity to use your best port in this way, but Calem does a nice ruby ruby (£8.99 to £7.49 from JDA wines of Baker Street, London). A more sophisticated port such as the Glen's Bin 27 might be stretching it a bit, but *chacun à son goût*.

I learnt recently that Australian winemakers carry flasks filled with liqueur muscat out to the vines with them in order to deal with the cold at pruning time. This would make an original solution. The best of these wines from Morris, Chambers, Stanton and Killen and Campbell are imported by Walter Siegel; telephone 071-827 2720.

Not everyone carrying a hip flask is going out for a morning shoot. Opening your own flask the other day I was delighted to find that it still contained some Delamain Pale and Dry Cognac I had poured into it before the start of a hiking tour of the Pyrenees last September.

If you are going for a long walk, or fishing, you might prefer spirits to these sweet drinks. The classic solution is malt whisky: some Glenlivet or cask-strength Glenmorangie (67.6° without the usual addition of distilled water).

Recently United Distillers held a tasting of malts bottled at optimum age and representing all the classic areas of Scot-



land. One I had not drunk before was Glenkinchie 10 year old from the lowlands, which smelled like a mixture of leather boots, baked potatoes and honey. From Oban comes a 14 year old with a bouquet reminiscent of fruitcake. In general, you would not get some heavy-scented post-prandial whisky into a hip-flask, but some of the Island malts would do well. Talisker 10 year old from Skye smells a little like TCP while the Islay malt Laphroaig has a richer, more honeyed smell. Lastly, having spent a good deal of time in Austria and

Germany recently, I have rediscovered the joys of schnapps. Fruit schnapps would not be appropriate - the hip-flask requires something which is as explosive on the palate as it is on the nose. Some Austrian schnapps enthusiasts even serve the best fruit schnapps in lidded glasses in order to retain the bouquet.

More worthwhile would be a decent "corn". Here the market leader is *Fürst Bismarck*, which is still made by the descendants of the Iron Chancellor on his estate at Friedrichshagen, near Hamburg. It is best served cold, so if you can dip your flask into a snow drift or trout stream, so much the better. The other available German schnapps is *Schlenker-Hader* which is flavoured with juniper berries like gin.

Henkes is Dutch gin or "Schiedam". It has the advantage of being drunk neat rather than with tonic. Just what it is rather more convenient for the hip-flask. Triple distillation also makes Henkes rather smoother than its English counterpart. A little too smooth, however, for those wet socks.

Information for whisky the place is *Mitrov*, 3 Great Street, London W1 tel 071-437 9311. Good selections of spirits are available in London from Harrods and Selfridges. Of the high street chains *Onyx* is the most serious about spirits.

Making the most of grouse

YOUNG GROUSE are so delicious that it is unnecessary to find some new or complicated way of preparing them. This is not my excuse for offering a simple recipe - it is the correct way to deal with a naturally tender and enormously flavoured bird which will guarantee great pleasure for your dinner party guests.

The very British accompaniment of bread sauce, I feel, is tantamount to insult - I am sure the young birds would squeal at the thought of this, if they were able.

With regard to hanging young grouse, my advice is: don't. Two or three days is enough and unless you have obtained them straight from a shoot they will, more than

likely, already be a few days old. The secret of good cooking must start with the produce and with a careful selection of ingredients. Buying quality produce, rather than looking at price, will have done repay you. So it is with grouse.

You must know and trust your game dealer or butcher. Hopefully they will not have tried to palm you off with some old birds. You can tell a young bird by its flight feathers, which should be pointed rather than rounded as they appear on older birds.

RECIPES:
(for four)
4 young grouse; 4 rashers bacon; 2 oz butter; salt/pepper.
FOR SAUCE:
Approx ½ pint game stock or brown chicken stock; bones from carcass of grouse, chopped; 1 oz unsalted butter; salt and pepper.

PREPARING THE BIRDS
If you have not had your supplier prepare the birds, you must carefully pluck and draw them, reserving the liver if you wish to use it. To avoid feathers over the kitchen, it may be

more sensible to carry out this task by putting the birds inside a large cardboard box in your garage or outdoors. Chop off the feet at the joints.

TO COOK
Preheat oven to 400°F/200°C gas mark 6.
Season birds inside and out with salt and pepper, putting a knob of butter inside the cavity.

Put a piece of bacon over the breast, place birds on roasting tray and put tray on centre shelf of oven.

Roast for 10 to 12 minutes only. My test for readiness is pressing the breast between finger and thumb - there should be some resistance. Remove from oven and leave to rest for five minutes in a warm place.

TO MAKE SAUCE:
Put stock with chopped carcasses in saucepan, bring to boil then simmer for five minutes. Strain through fine sieve into

another saucepan, pressing bones with back of ladle to extract all the juices. Bring this sauce back to simmer, reduce by approximately 50 per cent, then finish sauce by whisking in diced butter over a low heat. Check sauce, season to taste.

TO SERVE:
Remove skin from legs and breasts.

Arrange legs and breasts with bacon attractively on warm plates.

Four sauce around, garnish with some game chips and serve a well dressed green salad on the side.

(Optional) The livers can be lightly sautéed in clarified butter and spread on a fried croûton, then placed on the plate above the breasts.

David Wilson
■ David Wilson is chef at The Peat Inn restaurant and residence, Peat Inn, Cupar, Fife, KY15 5LE. Open Tuesday to Saturday. Lunch 1pm; dinner 7pm-9.30pm. Tel: 033-494-206. Fax 033-494-530.

The Shetlands' salty riches

ALMOST everywhere you turn in Shetland you are in sight of the sea. On these islands there are more than three miles from the coast. The islands lie where the Atlantic and the North Sea meet. It is not surprising, then, that the sea has always played a dominant role in Shetland life. Fishing is the oldest industry, now joined by salmon farming, tourism and oil.

The long still voes (Shetland for loch or inlet) provide natural sheltered harbours where fishing boats of many countries have called for centuries. Today, Shetland's fleet is one of the most sophisticated anywhere. Costly trawlers sail from Lerwick and Whalsay, bringing in an annual catch of around 100,000 tons of herring, mackerel, cod, saithe, halibut and monkfish. The inshore boats take crabs, lobsters and scallops.

Shetlanders are used to fresh top-quality fish and avoid eating it when they leave home because it is unlikely to be as good. The enthusiasm for fish comes through in their talk about gathering razorshells and mussels from the beaches, and in the versatility of the cooks who range freely across dishes from Japan to south-east Asia and France.

The Lerwick bookshop has more books on fish cookery than I have seen anywhere



else. Much of the fish is processed in new factories which turn out fillets, steaks and a variety of other products from marinated herring to bacalao - salted ling and saithe for the markets of Spain and Portugal. Lower-grade fish goes for processing to the Russian and Polish factory ships.

The move to salmon farming in 1982 was a natural one for the Shetlanders. The waters are clear and unpolluted, the Gulf stream brings mild temperatures to these northerly islands and long summer days are good for growing fish. The voes are an excellent environment for the farms, and the

farmers are intent on preserving that environment.

They work closely with conservation groups to maintain standards. The use of antibiotics to clear sea-lice, which attack the gills and bellies of salmon, is being phased out, and stringent regulations are observed governing when fish may be harvested.

Most farmers use natural methods to keep their fish healthy; wrasse (small fish) have been introduced to eat the sea-lice, and at least one farmer is experimenting with onions - it seems that a sack of chopped onions deters the sea-lice, though no one knows why. The farmers work together through the Shetland Salmon Farmers Association, to which they all belong.

Quality control is in the hands of Shetland Seafood Quality Control, an independent company that inspects all boats, farms, factories, ice plants and fish-packing stations, and awards the blue-and-white SSQC label, modelled on the Shetland flag.

A further control element for the consumer is to be introduced shortly by the farmers - a "tail-tag" with a "best before" date. Much depends on the handling of the fish after it leaves the islands, but it offers more guidance than is currently available with any other fresh fish.

Like salmon farmers every-

where, the Shetlanders are suffering from the current glut and depressed prices. But, looking to the future, they are experimenting with farming turbot and halibut, fish which fetch a high price.

Shetland has an international market for its salmon. From the sushi bars of Japan to big European airlines, restaurants and food chains, all controlled by a computer program in the sales company in Lerwick.

Fishing and salmon farming are almost entirely Shetland-owned and well supported by the Shetland Council, which uses some of its oil revenues to further the aims of the industry. The latest project is the North Atlantic Fisheries College to be opened next year as a centre for the study of marine engineering, aquaculture and fish processing.

Jill Norman

An Imaginative Garden Designer

Very sensitive to the individual needs of his clients, his portfolio ranges from large Country House commissions to City Centre Courtyards. Fast, neat, and reliable without charge. Etc-etc coverage. High O'Connell M.S.G.D. 108 Yeender Street, Overy & Mary, EX11 1HT. Tel: (0440) 812296.



FIELD SPORTS

How to Spend It

If only looks could kill...

Photographs by Mark Cator

THE MAKERS of waxed cotton jackets, green wellies and plus fours can relax. Sloane Street may be depressed, banks and property companies collapsing but country pursuits are alive and well. Already the guns are being oiled, the cartridges checked, the gear dusted down, ready for the off. There seems to be no shortage of those who long to spend their leisure days among the heather, blasting away as they go.

Huntin', shootin' and fishin' were once the preserve of the landed gentry, but today there is many a landed gent who has left his birthright out for a gun. These days, heading for the hills and moors to join the tweedy set are city bankers, do-it-yourself tycoons, bond-dealers, newspaper magnates and anybody else with the cash to spare. There are still some grand pile world shoots run for a closed circle of priors and their friends, but times have changed and most shoots are now run as businesses with "full guns" and "half guns" (who pay less) helping to share the cost.

For those who want to be part of these ancient rites, the first step is to learn to shoot. Never accept an invitation on a smart "driven day" shoot until you have acquired some of the basic technique, learnt the etiquette and absorbed the safety code. You would not be asked again.

So where do you learn? You could go to the West London Shooting Grounds (West End Road, Northolt, Middlesex UB8 6RA, 0181-945-1377) where a course of six lessons costs £260. Holland & Holland, the famous gunmakers, has its own shooting school at Thicket Hill Road, Northwood, Middlesex (0181-945-2340), where the estimable Major Henry Blosser-Lynch will provide individual lessons for £52 an hour or a course of six for £260.

And David Olive of The Apsley Shooting Grounds, near Andover, Hampshire (0264-362403) offers a six-month season ticket in the slack season (February 1 - August 31) for about £400, which enables you to go as often as you can, every day if you like, for lessons. In the high season lessons are £42 (plus VAT) an hour (cartridges and clays extra).

If you fancy taking lessons somewhere more convivial, Gleneagles at Auchterarder, Perthshire, has its famous Jackie Stewart Shooting School where the flight path of everything from a running hare to a driven partridge, a springing teal and a bolting rabbit is simulated. A weekend there should at least give you some idea of whether it's the sport for you or not.

Our new keen would-be shot now needs some kit. Here, the oldest names are the safest. They will make certain that you do not emerge looking like a bookie's runner or Bertie Wooster unless you really insist. You could turn to a long-established purveyor of country wares such as Holland & Holland of 33 Bruton Street, London W1X 8JS, or head for Swaine Adeney Briggs at 185 Piccadilly, London W1, which has been making whips since the time of George III and these days provides almost anything the huntin' shootin' and fishin' set requires.

Do not be tempted to think that anything goes. It does not. John Humphreys, writing in *The Shooting Times*, spells it out. "The shooting field has its traditions, rituals and its expectations," he says. "It is a formal occasion and you show discourtesy to fellow guns by turning out improperly kitted. Worse, you show the quarry no respect." The basics of propriety, he decrees, are "brecks, waxproof, long stockings, tie and hat. The delights of leather boots and tailored three-piece may or may not come later." (Brecks are breeches in Scotland.)

Do not be tempted to leave out the hat - they are needed because bare faces

luxurious choice of all is leather-lined Wellingtons: Swaine Adeney Briggs sells them at £130 a pair.

Hackett, of 65b New King's Road, London SW6, is another company that understands tradition and sells good shooting suits. Made from Savile Row quality English tweed, a single-breasted three-button, single vent jacket is £225, a single-breasted waistcoat about £75. Plus fours with high rise and fish-tailed back are £36. Tweed caps are about £35.

Rosemary McIndoe makes and sells hand-knitted shooting socks in pure wool in a variety of colours (currently, for some strange reason, she has had a run on shocking pink). They cost £29 for men and £26 for women. There are two sizes for men (medium fits up to a size 10, large for sizes over 10) and one for women. She sends strands of wool as colour samples and though she always has a good supply in stock she will also knit to order. The tops sport a diamond, check or striped pattern. Matching garters are £5 (071-730-9799).

For women, the shooting life is filled with hazards. Julia Proudfoot of Swaine Adeney Briggs is a keen shot and she tells me that any woman planning to join the chase in the coverts had better make sure she is at least as good as they.

"If you are very pretty and the wife of the owner you may be a little indulged, but otherwise you had better make sure you shoot as well as the best of them, look the part to perfection (no flashes of colour to distract the birds), never moan about the cold, are not covered in make-up and above all wear nothing and do nothing that hampers the sport."

Lucia van der Post finds out what you must do to make your social life go with a bang

"flare" the birds (particularly the low-flying grouse) - or the tie. The shooting suit itself should be made of good tweed in a country colour like sludgy green or brown and the brecks are more than just a convention - they are cut to be comfortable and give freedom of movement.

When it comes to footwear, the most



The joy of dry feet: hand-knitted socks keep out the chill moorland moisture

Informal at fresco: a picnic on the moors. But for the pukka shooting set hats, ties and breeches are still de rigueur for both shoot and apres-shoot.



She recommends lined ("otherwise they itch") tweed breeks with a zip at the side, matching tweed waistcoat, and a beautiful, ly-cut tweed jacket which you don at lunch-time or at the apres-shoot (as important in the lives of the shooting set as apres-shoot for skiers).

Those who long for something a little more feminine should look out for the beautiful skirts with matching jackets and waistcoats which Swaine Adeney Briggs is bringing out shortly. Women need to wear hats as much as men. The man's tweed cap often looks just as good on a woman, otherwise felt hats are popular though they tend to fall off when shooting at the high birds.

Women who play the more traditional role of helping to prepare the lunch can afford to look more glamorous, though they should still keep it strictly country-style - Loden capes, Hermès scarves, soft felt hats with feathered hat bands, boots that, though fashionable, are also warm.

So now you have learnt to shoot, you have got the kit and nobody's asked you to play. What do you do? If you do not have shooting friends who can help, *The Shooting Times* and *The Field* are the bibles of the sport and a good place to find a half or full gun on an estate. The Game Conservancy at Fordingbridge, Hampshire (0425-652381) is an excellent source of help.

If you have grander notions, Strutt & Parker (13 Hill Street, Berkeley Square, London W1X 8DL), could, for instance, find you a shoot on a five to seven-year

lease for roughly £5 per year per acre. Strutt & Parker will also find shooting by the day all over the country. Prices are worked out according to the bird day - a 100-bird day would start at £16 (plus VAT) per bird, while a 300-bird day would be about £20 (plus VAT) per bird. They still have some days available for this year and you could try bargaining over price.

If all that sounds expensive, it is worth noting that the price of shooting, after a surge about three years ago, has fallen back to roughly what it was about six years ago. Perhaps it is some comfort to the keen shot to know that the price per bird has fallen from about £21 per pheasant about five years ago to £15 to £17.

Those who receive invitations to shoot with friends will need to repay the hospitality. A convivial way, for those without estates or shoots of their own, is to buy a day and invite your generous friends. To the good shot there is no more generous thank-you in the world.

While many estates in Scotland sell shooting days, very few have lodges to go with them, whereas those who fish are almost spoiled for choice. Strutt & Parker, though, has a most luxurious lodge on the Isle of Arran which serves as a fishing lodge for June, July and some of August but can be rented by keen shots in the shooting season - a three-day package for eight guns costs £6,500 plus VAT, including everything from food and drink to birds and gamekeepers.

For those who fancy stalking it is much

easier to rent a lodge, either staffed or self-catering. A typical price might be £2,000 a week for 10 people, including the services of a stalker, though each stag killed costs roughly another £200.

The Scottish Tourist Board (PO Box 705, Edinburgh EH4 3EU) is a useful source of information and has leaflets and addresses of good sporting agencies.

Another alternative is one of the growing band of country house hotels which offer grouse or pheasant shooting, salmon and trout fishing and even stalking. The Kinraid Estate, by Dunkeld, Perthshire (079-632440), for instance, offers everything from the equipment to the supporting staff like ghillies and game-keepers and kennels for the dogs.

Cromlix House at Kinbuck, Dunblane, Perthshire (0786-822125) also offers either rough or driven pheasant shooting and can tailor the day and price to suit almost everybody. Those who do not want to spend a fortune can set off after rabbits at about £40 a gun. Duck or goose shooting would cost £100 per gun and £10 per head of game, while the charge for driven pheasants is about £15 per bird shot (plus VAT).

If you prefer to head west, the Tarr Steps Hotel, Hawkebury, near Dulverton, Somerset (064-385283) allows its guests free rough shooting over its 500 acres of privately owned land.

PS: Only take a gun dog if he is properly trained, otherwise you will certainly not be asked again.



Knowing where to draw the line: hats are a must but jeans are out for the fisherman who wants to feel 'together'

First the ensemble, then the fish

A DUBIOUS acquaintance of mine, asked why he habitually wears jerseys tucked into his trousers, replied: "It makes me feel together." So it is with fishing. The catching of the fish is much, but not all. The properly equipped and attired fisherman should feel "together".

The subject of tackle is too vast to be embraced here, so I shall confine myself to one guiding principle. Having arrived at an idea of what you need and how much you may

safely spend, you must find a person of great sensitivity and tact. He must know when to advise and when to be silent; when to ask the customer how his annual holiday has gone, and when to refrain; when to tell of his own achievements (to encourage), and when to conceal them (to avoid exciting envy).

He must know when to recommend a leap into the unknown, and when to yield to intractable prejudice. He must, above all, avoid hurry; for if he is unaware that buying tackle is more than a commercial exchange, he will be of no use.

Appearance is a more controversial subject. My own has, over the years, aroused its fair share of mockery; rather more, in fact. I therefore offer my views with some diffidence. However, let us start at the top. The hat. I bought mine many years ago in Ireland, when it had a label inside proclaiming it to be the Blarney Walking Hat. The label has

long gone, as has the shape, which was flat. It does not keep out the rain, does not protect the eyes. Indeed, it performs no useful function whatever - except that if I leave it behind, I know I will catch nothing.

The flat cap of subdued hue is a safe bet. Some favour wide-brimmed tweed affairs, or bush hats, or even sun hats. It does not matter a great deal, except that it should not channel rain down the back of your neck, and - a more important proviso - it should not be festooned with flies. Flies belong in boxes, which belong in bags or pockets.

The shirt should be nondescript. One of those country checks will do very well (I am told acceptable. Romanians made ones may be had cheaply). These days almost no one - except for ghillies and rich people on snooty Scottish salmon rivers - wears a tie. The tweed jacket - once *de rigueur* - has gone the same way. But the jacket issue is contentious.

A great many fishermen wear, or carry, dark, green, waxed, cotton jackets. These are all very well, as long as they are old and worn, with a pepper of holes and tears. The disadvantage is, being old and worn and full of holes, they do not keep the rain out - in my experience, even when thoroughly waxed. On the other hand, fishing in the rain should be avoided anyway.

way. I have two waxed jackets, one lined and the other not. The lined is far more useful, in that it can be kept in a bag until needed, and can be worn inside chest waders.

The waistcoat issue is even more ticklish. There are sound anglers who cannot abide them. Murmurs of non-U and naff may be heard. I was of the anti school, until I got one. I admit that it looks pretty vile. But aesthetic deficiencies are outweighed by its usefulness. The fly fisherman can keep everything he needs in the pockets, leaving his bag for his rolled up jacket and (we may hope) his fish.

Trousers are of little significance, since they are mostly invisible underneath jacket, or inside waders. Plus fours are fine for the traditionalist; mole-skins equally good. Jeans will not do.

The ensemble is completed by the waders, which may be thigh or chest length. These are normally in green rubber, and should have studded soles. If you are rich, by all means disport yourself in Neoprene, about which I know nothing beyond that it is the colour of dung and costs a fortune.

A final word about the overall effect to be aimed at. Apart from the waders - which are likely to be less leaky if new - everything else should have a well-used, even aged appearance. This applies to tackle too. An old brass and bamboo reel is excellent. A cane rod with an ancient aluminium reel will create a most positive impression, assuming you know what to do with them. You may even prefer a wickerwork reel to the usual canvas bag. Remember: you do not want anyone thinking that you have only just taken up the sport.

Fine Sporting Guns

J. Purdy & Sons: A 12-bore sidelock ejector over-under gun engraved by Ken Hunt. Estimate: £25,000-30,000.

GLENEAGLES HOTEL
PERTHSHIRE, SCOTLAND
26TH AUGUST 1991

Illustrated catalogue £10 (UK postage £1)
Enquiries: Adrian Weller or Frank Warren
(0403) 785045

Entries are now being accepted for our next sale
in London on 11th November
Summers Place, Billingshurst, West Sussex RH14 9AD

SOTHEBY'S
FOUNDED 1744

Barbour
The finest clothing for the outdoors

MAIL ORDER SERVICE
Barbour country clothing catalogue upon request.

ROCHELLE COUNTRYSPORTS
92 Bridge Street, Pudding, Wrexham WRI1 1AT
Tel: 0385 536666 Fax: 0385 533444

West London Shooting Grounds Ltd
ESTABLISHED 1901

The finest personal instruction and gunfitting
at our extensive grounds or in the field

To book an appointment please telephone 081-845 1377
West End Road, Northolt, Middlesex UB8 6RA. Fax: 081 842 1493



A MASTERPIECE IN TIME.

The 18 Carat Gold Millennium Chronograph. Each individually numbered watch has a sapphire glass back displaying the detail of the self-winding mechanism. A choice of brown or black calf straps is the only real indulgence.

dunhill
ALFRED DUNHILL

VISIT ALFRED DUNHILL IN LONDON AT DUKE STREET ST. JAMES'S, THE BURLINGTON ARCADE, 5 SLOANE STREET AND AT ALFRED DUNHILL IN HARRODS AND SELFRIDGES. WATCHES ALSO AVAILABLE AT WATCHES OF SWITZERLAND LTD, THE GOLDSMITHS GROUP, HARRODS WATCH DEPARTMENT AND LEADING JEWELLERS.

Tom Fort



FIELD SPORTS



Property

A market for stags

John Brennan on prices for sporting estates

WHAT MAKES a stag worth \$45,000, salmon \$10,000 apiece, and a brace of grouse £2,500? You would balk at those prices in a shop. But for a property where the land is pretty valueless on its own, and the house is too big as accommodation for any agricultural use, sales agents have to turn to price multiples of that kind as a guide to sporting value.

South of the border those game price multiples tend to be pushed aside by the residential value of what country agents call a "gentleman's estate."

Go north, and since the depopulation of Scotland's vast highland acres of moorland, bare mountain, lochs, and hidden valleys, the weight of the game bag becomes that much more important.

Much as the Highland and Islands Development Board would like to see every croft claiming that it was "a modern's pulse away from the rest of business Europe", it is still the gentlemen in tweeds who set the value. The problem for estate salesmen is that after several years of record prices, sightings of such cheque-bearing sportsmen have become fewer.

Ninian Saunders, of Bidwells, an able tracker of wealthy would-be estate owners, confirms that wealthy City buyers have become a less frequent sight. Golf rather than grouse attracts the Japanese. Americans, especially those with a tarian and a thistle in the family crest, tend to look a lot and buy only occasionally.

Wealthy industrialists, who have an estate primarily for corporate entertainment, are less likely to splash out on an extra 10,000 acres when conspicuous consumption is bad for business. However, anyone who does want to keep quiet about their holdings would find that ownership of a Scottish estate is a far more discreet proposition than its English counterpart.

Scandinavian sportsmen look first to Scotland when they think of an estate. It is a neighbour and comparative prices make it possible to buy the entire landscape for the equivalent of a modest country house at home. However, central European buyers, especially German hunting enthusiasts, are starting to look away from Scotland and back to the pre-war sporting playgrounds in east Germany.

With fewer men in tweed to compete for estates, and for individually packaged hunting and fishing rights, the game property business has been having a poor year. But sporting estate prices are subjective at the best of times, and there is often a time lag between a sale being agreed and news of that deal filtering to the market.

The asking prices being quoted today merely roll back some of the more exotic of the publicly-reported sale prices achieved at the peak of this market a year to 18 months ago.

Given the current depressed state of the farming industry a good magnifying glass could come in handy when looking for investment returns.

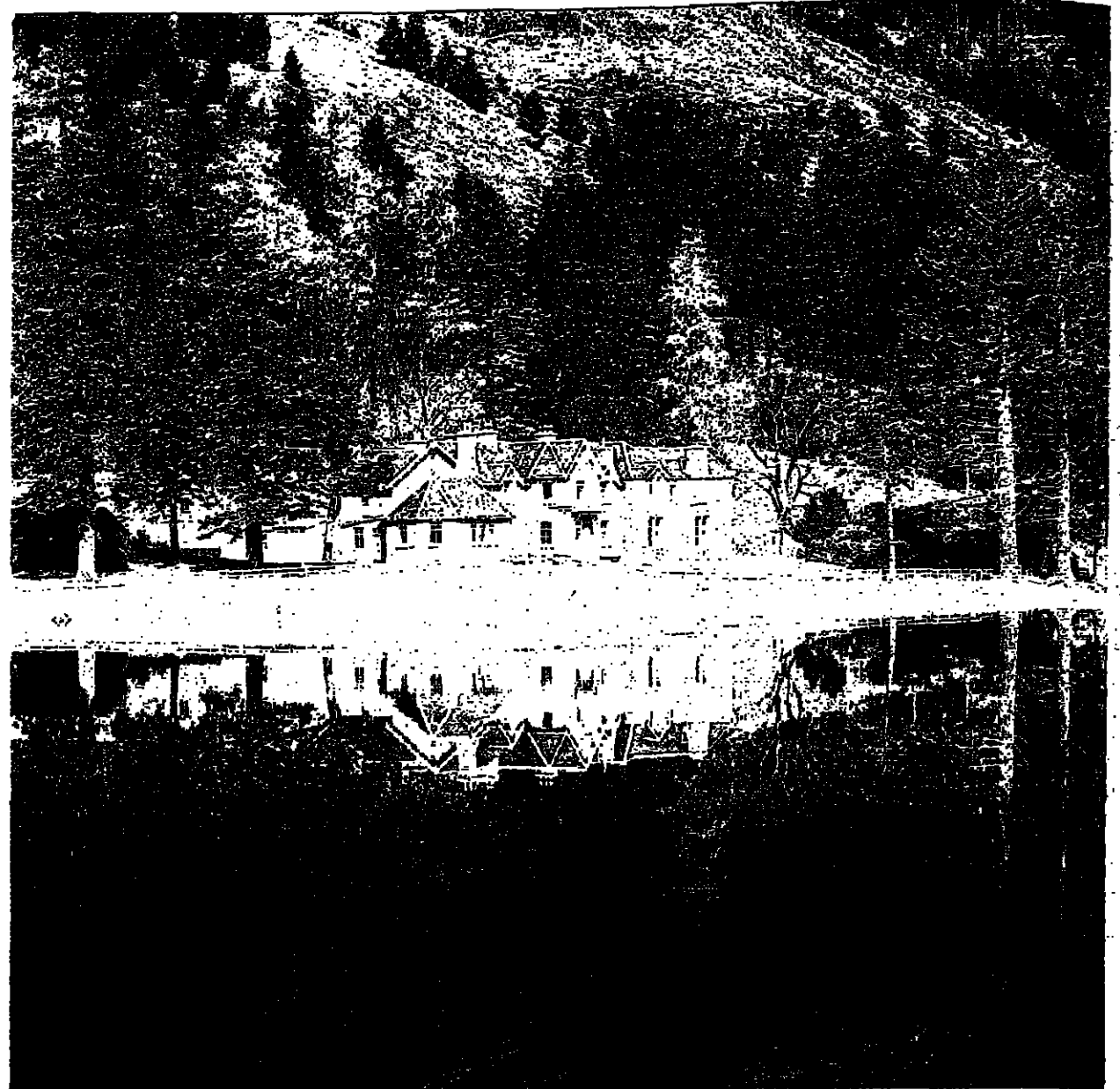
That is why Eagle Star has called in Bidwells which, through its office in Perth (tel: 0738-30666), is marketing the whole of the insurer's Black Isle properties across the Moray Firth from Inverness.

Rosehaugh and Kilcoy estates add up to a good 14,630 acres of mainly tenanted farmland, forestry woods and pasture that has been lotted into eight blocks adding up to a composite asking price of £7.5m. That is the most expensive single stretch of rural Scotland on the market.

The estate's amenity and potential development value, as much as its agricultural worth, sets it apart. Local planning rules give ample scope to make use of the Black Isle, with its bays and fishing port, as a base for attractions to hold the limps visitors each year who travel through Inverness on their way to the Highlands.

As it becomes increasingly uneconomic to maintain smaller farms the Rosehaugh and Kilcoy estates have additional "break-up" value from land amalgamations making farmhouses and cottages surplus to agricultural use.

Bidwells has established that there is a market for these properties. After the success of a similar sale last year, the agents have gathered together another 23 Scottish hideaways. Prices range from £15,000 for a derelict stone building in an acre of farmland at Haugh of Glass, Aberdeenshire, with planning consent for a single house, to £70,000 for a derelict Georgian farmhouse on the edge of the M90 at Glenfarg.



YOU WOULD need the biggest deep freeze in the store if you intended to start negotiating around the £2.5m asking price for The Ben Alder Estate, east of Loch Erribh, in Inverness-shire. Saville Guy Galbraith (tel: 031-226-8981), who is handling the sale, says the estate provides an annual tally of 1,200 wild brown trout, an average of 61 stag and 123 hinds and a selection of game birds from grouse and ptarmigan to snipe and woodcock for those who hunt across this 23,000 acres of central Scottish Highland estate.

It is the quality of stalking that is

expected to draw most international interest to the estate, but in this year's quiet market it is unlikely that Saville's still upper lip would give the merest hint of a quiver if they received a serious bid from an animal rights group.

Ben Alder Lodge, by the shore of Loch Erribh, is a stone-built, nine-bedroom, five-bathroom sportsman's retreat with enough reception rooms to air any number of sporting tales. There are another eight cottages dotted around the estate to house less sociable guests and those whose job it is to ensure that visitors point their gun in

the right direction and do not turn both barrels on the trout.

Although there is a private road through to Dalwhinnie railway station, which is served by the overnight sleeper from London, the estate is surrounded by late and mountain. Its location has a second historic illustration. In 1798, after losing the Battle of Culloden, "Bonnie" Prince Charlie is reputed to have spent some weeks camping in a cave on Ben Alder, on the southern border of the estate, before deciding that it would be wise to retire to France and "no come back again".

Scottish house price inflation slows

PROPERTIES prized for their huntin', shootin' and fishin' win the headlines, but sporting estates represent only a tiny sliver of the Scottish residential market. It is a market made up of 2.1m houses and flats for a population of 5.1m. Nationalists are not shy of mentioning that, from the start to the finish of the 1980s, Scottish disposable income per head declined fractionally as a percentage of the average for the UK as a whole.

Council of Mortgage Lenders, the average Scottish house or flat would cost between 10 and 12 per cent less than the average for the country as a whole.

roughly the same differential for average incomes north and south of the border. That is one of the few symmetrical elements between Scottish private sector housing and the wider UK housing market.

Scottish housing got left behind in the mid-1980s surge in house prices in the south of Britain. The resultant price gap between homes in the north and in the south only started to narrow at the beginning of the 1990s when Scottish prices were still recording modest increases as the crash

of residential values from London outward was sending prices into reverse.

In terms of price movements, Scottish housing figures have long been given a distinctive twist by the impact of the right-to-buy legislation, which has taken the proportion of owner-occupied homes above the 50 per cent level (against 67 per cent for the UK as a whole) from under 35 per cent in 1979.

Resales at open market values of initially deep-discounted privately purchased local authority property make direct cross-border comparisons of pricing trends more than usually difficult. We have seen a generation of older first time buyers who have been able to

encash often substantial housing equity and provide the Scottish residential market as a whole with a big boost to buying demand.

The most recent averages from The Halifax House Price Index suggest a 6 per cent increase in Scottish housing values - the highest rate on the UK mainland - to an average of £56,620 over the past 12 months. That compares with a minus half a point drop in values to a new UK national average of £54,280. The Halifax's house price spotters comment that: "Annual house price inflation has been slowing gradually in Scotland and this is likely to continue during the second half of 1991."

COUNTRY PROPERTY

Lane Fox

BERKSHIRE

Huntley and 4 miles, Newbury 9 miles, M4 2 miles, London 60 miles

A MAGNIFICENT AGRICULTURAL AND SPORTING ESTATE

Exceptional Country House with 5 Reception Rooms, 6 main Bedrooms, Secondary Accommodation, Staff Flat, Stable Cottage, Mature Gardens, Attractive Parkland Setting, Owner House, 11 Estate Cottages and let Farmhouse, Well equipped and productive Mixed Farm, 1000 Acres with surrounding 500 acres

ABOUT 920 ACRES

(Further Land and Cottages available)

PETER RAPSON

The Square, Ramsbury, Wiltshire SN6 2PE

0672 20512

Lane Fox

15 Half Moon Street, London W1Y 8AT

071-499 4785

YORK HOUSE

KENSINGTON W8

York House is set in its own quiet garden square approached by private road from Kensington Church Street.

Two spacious sixth floor family apartments with views over Kensington Gardens are available on new long leases.

The apartments are adjacent and could be combined to make a quite exceptional residence.

Leasehold 999 years

£1,650,000 for each apartment

Full descriptive brochures available from the Sole Agents:

MELLERSH & HARDING

43 St James's Place, London SW1A 1PA

071-499 0866

24310 Fax: 071-408 1387

CLUTTONS

KENT - FOLKESTONE

Dover 8 miles. Ashford 15 miles. Canterbury 15 miles.

A prestigious development of luxury apartments and penthouses in an enviable position set in landscaped gardens on the South Coast enjoying far reaching Channel views.

Spacious living room with large south facing balcony, 2 bedrooms both with en suite bathroom, fitted kitchen with Neff appliances, large entrance hall with cupboard space, further cloakroom/shower room, Lift service. Video entry phone system. NHBC guarantee. Garages, UPVC double glazed tilt and turn windows. Economy 7 heating.

Joint Agents:

CLUTTONS, FOLKESTONE OFFICE: (0303) 850422, CANTERBURY OFFICE: (0227) 492441 AND LONDON OFFICE: 071-408 1010

KINGS, FOLKESTONE OFFICE: (0303) 52296

SELLING A BUSINESS?

CAPITAL GAINS TAX ROLL-OVER RELIEF AND FORESTRY

Are you aware that a liability to Capital Gains Tax arising from the sale of a business can be rolled over into forestry investment through the purchase of forestry land? Roll-over Relief is obtained on the value of the business sold, be it already carrying trees or for planting; the consequence is that any liability to CGT is effectively deferred. It is not until the land is sold that there are substantial gains for commercial tree planting and the sale of timber in five of all ten.

Details are available in our booklet on forestry investment. Good opportunities exist at present for those looking long term.

For further information on all aspects of forestry please telephone, fax or write to: Ian Goodlet, Scottish Woodlands Ltd, 60 Research Avenue North, Robertson Campus, Currie, Midlothian EH14 4AP

Tel: 031-451 5154. Fax: 031-451 5146.

SCOTTISH WOODLANDS LIMITED

STRUTT & PARKER

KENT - Biddenden. Tenterden 5 miles. A late Georgian country house on the edge of this pretty Wealden village. 3 reception rooms, study, kitchen/breakfast room, 3 double bedrooms, 2 bathrooms. Period outbuildings. Landscaped gardens, paddock, pond. About 1.2 acres. Region £350,000. Canterbury: (0227) 451123. Ref: 8003432.

GARYNAHINE ESTATE - Isle of Lewis. A superb sporting amenity estate with a whole river system. Luxurious Lodge: 4 receptions, 9 bedrooms, 2 cottages, 10 acres of Eilean An Tighe. Quality salmon and sea-trout fishing, grouse, snipe and woodcock shooting. About 11,500 acres. Offers over £4.8 per acre. For sale as a whole. Edinburgh: 031-226 2500. Ref: 3884252.

13 HILL STREET BERKELEY SQUARE LONDON W1X 8DL

071-629 7282

ALLEN & HARRIS

GLOUCESTERSHIRE BATTLEDOWN £475,000

Cheltenham 1.5 miles.

Prestige family residence traditionally built in character style, restored throughout 4 years ago incorporating only the highest quality fittings, set in secluded landscaped 1 ACRE grounds with feature water garden, 3 bedrooms, 3 bathrooms (2 en suite), Pogson's Kitchen & Utility. Double garage. Ref: 2373.

CHARLTON KINGS OFFICE (0242) 560883, COUNTRY HOUSE DEPARTMENT (0635) 521050

Royal Leamington

SANDWICH BAY OPEN GOLF 93

Italian style home built to a very high standard set in its own grounds, with luxurious living overlooking Nature Conservancy area. Entrance hall, four bedrooms one with en-suite bathroom, and dressing room, Dining Hall, Drawing room, Kitchen, Siemantic kitchen utility room, Conservatory, double garage, observatory, Gas CH, Double garage beautiful grounds with secluded walled garden.

Offers in excess of £250,000.

Charles Elgar & Sons

41 High Street, Wingham, Canterbury, Kent CT3 1AB

Tel: 0227 720557

DOUGLAS BANK FARM, DALTON, PARBOLD

Price £360,000

Outstanding 17th century country house steeped in local history. Landscaped gardens Hall, 3 reception rooms, kitchen, utility, 4 bedrooms, 2 bathrooms, 2 dressing rooms, attic room, tennis court, paddock, driveway. Ample parking. Central heating.

All enquiries to: Halifax Property Services, Parbold, Lancashire (0257) 263330

SALCOMBE QUAY HOUSE, UNION STREET TO AUCTION 28th August 1991 (The house with the flowers)

A Marine Residence in spectacular waterfront location in town centre. Living room 20' x 19' with balcony off, dining rm, kitchen, 3 bedrooms & w.c., cloakroom & w.c., 11' x 11' rear patio, quay with parking.

Agents: Michael Walter & Co., 75 Farn Street, Salcombe, Devon

Tel: (054884) 3246

N.W. NORFOLK - THORNHAM.

Superb 4.5 bedroom house overlooking marshes & sea. Sit. facing rear garden, beautifully sheltered & mature with Swimming Pool & Jacuzzi. An outstanding property.

£190,000

William H Brown, Woking (0432) 718734

FIELD SPORTS

Collecting: The sporting fraternity is happy to pay large sums for its guns and art. Antony Thorncroft finds that while demand for paintings is in a quiet phase, an unfortunate passion for appearances has entered the shooting world

FOR CENTURIES, art meant one thing to the British gentleman - a painting of his favourite horse, or of a fox hunt, or of a stagecoach loading up at an inn. The walls of country houses were decorated with sporting pictures. They found their way into the humblest rooms of the ducal palaces, and in the form of prints, into modest farmsteads.

When art critics and art dealers appeared on the scene in the late 19th century they were disparaging about this national art form, but it has survived. The quintessential British picture is a Stubbs rather than a Reynolds, a Herby rather than a Millais.

Urbanisation has taken its toll in the present century, but when the nouveau riche have made enough to buy a country house they invariably decorate it with pictures of horses and dogs. During the 1980s, and again in the early 1990s, the same fancy took a grip on rich Americans who sought respectability and an instant family history in 19th century sporting pictures. There are still many corporate boardrooms whose walls in art stretches no further than hunting prints.

The fact that sporting pictures have been exploited to provide a reassuring background has detracted from their status as art. The very best sporting artists - Stubbs, Marshall, Landseer, and Munnings - are great painters, and slowly even modernist critics are accepting the fact.

Unfortunately, no sporting masterpiece has appeared for sale in the past year in London. Around 1985 the market for sporting pictures collapsed, and sellers retired to the sidelines. Prices had been forced to unsustainable levels by frenzied buying, particularly from the horse-breeding rich of the US, but economic uncertainty and a realisation that second-rate pictures had been hyped far beyond their quality brought a resounding crash.

It was a repeat of a decade earlier when Jack Dick, the American businessman, quickly acquired a famous and high-quality collection that was dispersed on his premature death. The first auction in



Enjoying the scene: "Conversation at Covertside" by George Wright (1860-1942). Sporting art celebrates the countryside

The critical test of time

1973 was a wonder, a Stubbs which Dick bought for £75,000 in 1966 making £276,000; a Herby, which cost £5,200 in 1967, realising £70,000. Some of the prices paid would not seem unreasonable today, 18 inflationary years on. The second Dick sale a few months later was a much more sombre affair, and ushered in a quiet period before the brief boom of the early 1980s.

There are now signs that the worst is over. Two months ago Sotheby's in New York sold a Stubbs for Paul Mellon for \$900,000, beneath its estimate, admittedly, but not a bad price. Overall, the auction did quite well, reflecting the general return of confidence to the antiques world.

But few outstanding pictures have emerged to test demand. A John Herring Snr sold for a record £700,000 at the peak, and a handful exceeded £300,000. Last month a Herring could be acquired at Christie's for less than £30,000. But Herring set his entire family to work on canvases which resulted in production line art, much of it of highly variable quality.

Most people buy their sporting pictures not at auction but through dealers, who can offer expert advice and who often willingly exchange the art if the buyer tires of it. The choice for the collector is vast, from Francis Barlow of the 17th century to popular contemporary painters like Susan Crawford.

The range in quality is even greater. What upsets the critics is that lovers of sporting pictures cannot always distinguish inspired art from the meretricious, but the same critics long ignored the genius that was put into the finest sporting pictures. The artists believed in their work. Some, like Landseer, were the highest paid painters of their day.

As for collectors, most are not interested in the investment potential of the pictures: they enjoy the scene. Ackermann of Bond Street has been selling sporting pictures for over two centuries, starting as producers of sporting prints and now offering a tremendous range of art, priced from £2,000

to well over £100,000. According to director John Sabin, the main problem is finding high-quality pictures to sell.

Richard Green is another Bond Street dealer who always has a good stock of sporting pictures and other leading dealers, like Lager and Frost & Reed, cover the field.

Sporting art is the art of the people. It is said when speculators, encouraged by some in the trade, push it beyond its limits. It was created to glorify British rural life and while the countryside holds its appeal it seems to grow in favour as the cities decline, so sporting art will retain its centuries-old popularity.

Hold up some art when you go for your guns

FOR WELL over a century and a half, the British sporting gun has been a separate way of life. There have been those who swear by the sporting guns made by the firm of James Purdey, those who would only be seen clutching a gun from Holland & Holland, and those (a select few) who favour the gun-making skills of Boss & Co.

As shooting becomes more and more popular, drawing Japanese executives on to the grouse moors and young merchant bankers to clay pigeon shoots, so the old order holds true. British sporting guns lead the world and business remains brisk.

If you visit the Mayfair rooms of the three leading gun-makers you will be asked to wait - for up to two years for new guns from Purdey and Holland & Holland; even longer at Boss. The cost is roughly the same, up to £80,000 for a fashionable pair of sporting guns, half that for a single gun.

Holland & Holland (owned by Chanel) has a good stock of older guns at more reasonable prices, while Purdey does not deal in the second hand. More to the point, Holland & Holland panders to the popular passion for elaborately decorated guns and, for a price, will send you guns off to one of the star engraving names, such as Ken Hunt, Ken Prater or the Brown

Brothers, for some fancy - and expensive - engraving. Purdey guns come with traditional rose decoration but the firm does not really believe that holding a richly-embellished gun improves your shooting skills, or your enjoyment of the chase.

There is an alternative source of sporting guns, the auction rooms. Sotheby's, Christie's and (occasionally) Phillips all hold such sales. Their advantage is that the guns are immediately available and usually sell for less than half the price of new guns. The drawback: you cannot always be sure that the gun (or guns) suits your height, weight or personality, what is more, they may need repairs. If you buy at auction make sure you take your family gunsmith to the viewing before the sale.

An attraction of buying at auction is that you have access to the great period of British gun-making, roughly 1910 to 1950. Guns wear out with use, their engraving gets tarnished. But if they are well maintained and repaired you can take to the moors with an Edwardian gun and do wonders.

The sales pitch is that you buy a pair of highly attractive Purdey or Holland & Holland 12-bore sporting guns, made around 1930, for £25,000 and in a few years, when your strength and eyesight are fail-

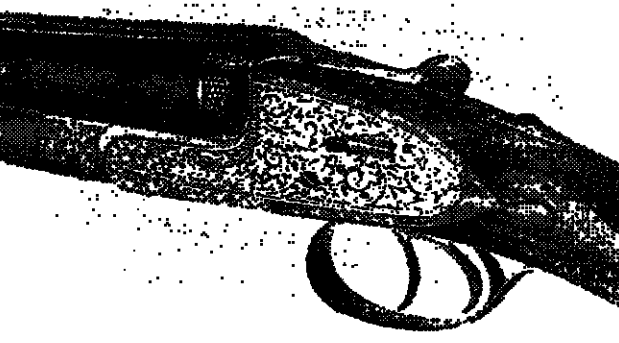
ing and you need a lighter 16 or 20-bore gun, you offer them again at auction and get your money back.

In recent years, gun prices have risen steadily. Unfortunately, the late 1980s economic boom brought in speculative buyers who tried to manipulate prices in the same way that the classic car market was disastrously hyped. Fortunately, the solid underlying demand held firm. Prices at auction have not risen in the past year, but the most recent sales have been reassuring.

Christie's, in June, was 100 per cent sold, and Sotheby's is confident about its annual jaunt to Glenageary on August 26 which includes a Purdey gun built in 1959 and elaborately engraved by Ken Hunt with scenes of satyrs and putti. It carries an estimate of £28,000 to £34,000.

However much serious sportsmen mock fancy engraving, it has a wide appeal, especially for foreign fans increasingly keen to acquire British guns. Christie's highest price is the £121,000 paid in 1989 for a pair of Purdey's encrusted in gold and engraved by Hunt. Sotheby's managed almost exactly the same sum for another pair of Purdey's with a different claim to fame: they had been made around 1916 for the future King Edward VIII.

This cult of pairs - and the occasional three guns - is a throw-back to the golden days when Edward VII and his cronies roamed Sandringham exterminating birds by the thousand, with the help of a couple of loaders keeping the guns primed. For the rest of us, it is quite in order to take to the woods or moors with a single gun, which need cost no more than £5,000. An unfortunate snobbery has entered the shooting world; serious sportsmen deplore this passion for appearances.



Hot shot: 12 bore Royal De Luxe game gun by Holland & Holland

INTERNATIONAL PROPERTY

MERIBEL

Belvedere
Two Luxury Apartments

In this exclusive situation overlooking Meribel with spectacular mountain views, two superbly appointed family apartments which together occupy the whole ground floor.

Apt 1: 216 sq mts.

Hall, reception area, 6 double bedrooms, 3 bathrooms, fully fitted kitchen, dining room and large open plan sejours with central fireplace, balcony and private terrace. Cave, ski lockers and underground parking (2 cars).

Offers in excess £750,000

Apt 2: 86 sq mts

Hall, cloakroom, 2 double bedrooms, 2 bathrooms, fully fitted kitchen, dining area and open plan sejours with fireplace and balcony. Cave, ski lockers and underground parking (1 car). Offers in excess £300,000

Tel: 048 649 866 Fax: 048 649 596

Tenerife

SANSOFÉ

PUERTO

PUERTO SANTIAGO

AN AER LINGUS ESPAÑA DEVELOPMENT

Urbanización Puerto Santiago (Santiago del Teide)

On Seaford completely finished, 1, 2 and 3 bedroom apartments.

960 Mollon Avenue, New York, NY 10021

For further details please contact Robert DALE by Fax 33-80-24-79-35 or phone 33-80-22-66-20 or write to: 1 Petite Place Cornet F-21200 BEAUNE (France)

FLORIDA'S FABULOUS GULF COAST

NAPLES: The Cliridge, prestigious Pelican Bay, Breckinridge Golf & Country Club. Elegant, new 2 1/2 bedroom condos. Pool, tennis, golf, beach. From \$25,000.

LUXURY PROPERTIES SARASOTA TO NAPLES Local licensed professionals.

FLORIDA PROPERTY RESEARCH GROUP, INC. 81 Coconut Ave, Sarasota FL 34236

(813) 955-2322 Fax (813) 365-0902

ATLANTIC COAST & PROVINCE FRENCH LEISURE INVESTMENTS

Spacious & comfortable apartments with guaranteed income scheme. Full leisure facilities. No charge management expense from £25,000 fully furnished 100% finance available.

Mills & Co/GIPPI, The Annex, The Edges, Upon-Upon-Severn, WRE OCP, Tel: 0684 563821 or 594588 Fax: 0684 594425

BOCA RATON/PALM BEACH

You are cordially invited to consider a selection of extraordinary waterfront and/or golfcourse community homes

RSVP to Charles Penner/Rodney Cerrano 407-391-4097 Fax: 407-391-6520

101 N. Federal Highway Boca Raton, Florida 33432 European references available.

BEAUTIFUL BERLIN. For details of purchase opportunities and properties over £250,000 Tel/Fax 071 381 5190.

SWITZERLAND Sale to foreigners authorized

Lake Geneva & Mountain resorts

You can own a quality APARTMENT/CHALET in: MONTREUX, VILLARS, LES DIABLETETS, LEYSIN, GSTAAD Valley, GRANS-MONTANA, VERBERIE, etc. from SF. 200'000.- Credit facilities.

52, rue de Montbrillant - CH-1202 GENEVA Tel: 41.22/734 15 40 - Fax 734 12 20

REVENUE S.A. SOUTH AFRICA: Real Property investment and management. Invest while prices still low. We care for absentee landlords. Property for a nominal fee. P.O. Box 11, P.O. Box 645, Unilever Road, 200 Durban S.A. Tel: 0322 41762 Fax 011 7921142

FRENCH PROPERTY NEWS/Free monthly newsletter and all prop. Japad column etc. Ask for your free copy now 081-942 0301.

GREECE: SKOPLOS ISLAND - Unique 4,700 sq m (12 acres) beach front prop. Panoramic views. Tel: Brussels (32) 731 5419, 7921142

INTERNATIONAL PROPERTY

THE NOBLE HOUSE

Montego Bay, Jamaica

This lush island retreat is set on more than 5000 sq ft of prime beachfront. The Oriental-inspired residence is centered around an open atrium and features marble floors, large verandahs and fine antique furnishings. 4 bedrooms: 4 staff.

Brochure: P10840044

Co-Exclusive Listing Broker GRAHAM ASSOCIATES

16 Church Street, Montego Bay, Jamaica. 809 952 2126

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

SOOTHEBY'S INTERNATIONAL REALTY

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

PRINCIPALITY OF MONACO

SPLENDID 3 ROOM APARTMENT

140 sq.m. entirely decorated and furnished, large living room, 2 bedrooms, 2 bathrooms, wonderful terrace, overlooking marina, cellar, parking space.

For further details please contact

AGEDI ERI Residential 7 at 9, Boulevard des Moulins MC 98000 MONACO Tel: 47 47 17 80 Fax: (33) 93.50.19.42

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

440 Royal Palm Way, Palm Beach, FL 33480. 800 848 2541

44

FIELD SPORTS

OUR STALKING predecessors would be surprised at us. The pursuit of the stag, once the preserve of kings, is in decline. Late last century most of the Scottish Highlands were "afforested" or turned into deer forest by turning out the sheep. Three million acres were given over to stalking, and stalking was considered by the Victorians and Edwardians an infinitely superior pursuit to the two most popular Scottish field sports today, grouse shooting and salmon fishing.

How has stalking fallen from grace? In medieval Britain, meddling in the royal hunting forests was punishable by death. The stag itself was seen as a woodland king, a beast man identified with its antlers, biologically reductant ornaments serving no survival function, proclaimed its overbearing majesty. The basic shape of the monarch's crown derives from antlers. When much of Britain was wooded it was perhaps understandable that its most recognisably regal denizen was imbued with special significance — symbolising heraldic and folkloric.

To many conservationists (as opposed to naturalists) the stag in the Highlands is now seen as public enemy No 1, charged with overgrazing moorland and degrading habitat. It is the express purpose of some of the Highland's largest landowners, such as the Royal Society for the Protection of Birds, to reduce deer numbers to a token presence. Public utterances from members of the Nature Conservancy Council for Scotland have given the impression that red deer are little better than vermin. There is loose talk of bringing back wolves and bears to check the density of Europe's largest and most evocative land mammal.

Deer numbers have increased rapidly owing to less punishing winters, greater winter feeding and a failure by cull managers to trim population levels, all these things coinciding with a gradual lowering of the stag's image as a sporting quarry.

Although Britain has about 250,000 stalkers, the vast bulk of them stalk summer roe deer in England, an altogether more precise, finicky and clinical pastime than leopard-crawling over bogland towards a mallee of rutting stags under the thunderous skies of the Highlands in autumn.

While roe stalking is the woodsman's subtle art, pursued at dawn and dusk, singly or in pairs, one foot after the other, waiting immobile, red deer stalking is a different kettle of venison altogether. It calls for more physical qualities, the ability to walk far, sometimes crawl far, to lie prostrate in excruciating postures for long periods waiting for stags to rise, sometimes to pull an animal twice your own weight over tussocky ground with a rope biding time until the stalker has to enter into a world where physical discomfort goes unnoticed.

The deer stalking day on the hill has things to offer which relegate roe stalking to a lower league of satisfaction.



A view to a kill: stalkers with a dead stag. In Scotland, the growing deer population threatens the moorland habitat

Mark Casar

The pursuit of a monarch

Deer stalking, presently in decline, has always raised high emotions.

Michael Wigan argues that it is the most noble sport

There is the exhilaration of being in the real wild, the unfolding spaciousness of Scotland's mountains where only a few species survive year-long — eagle, raven, ptarmigan, wildcat, hill fox. The deer are the huge majority, the result of an extraordinary adaptation from wooded straths to the cold, unsheltered hill. A diet of tree shoots became one of heather, mountain berries and grasses.

A stalking day is a long saga. The departure into the deer forest by vehicle is followed by the march on foot, or usually upwards, to a vantage point where deer can be spied. The approach may be circuitous, a detour of several miles, or vertiginous once more, to gain more height. As the season progresses and the rut breaks out fully, these meanderings

can bring one up suddenly on wandering stags, beasts appearing out of peat-hags, or over a ridge behind you, or fighting each other so single-mindedly that you can walk right into them, watch the primal trial of strength from close quarters and feel the ground shaking under the crash of bodies.

A stag wishing to make a challenge adopts a fast straight trot, head held high, emitting throaty grunts. A friend of mine from London was left behind by the stalker and the other rifle — to find himself surrounded by a medley of stags in the grip of hormone-governed belligerence.

At the centre of stalking big red deer is an experience about which some sporting people feel ambivalent. It is the matter of killing, often at

close range, a majestic animal. Objectors believe stalking people fail to register this fact. The truth is that they register it more deeply than anyone else. It is part of the intensity deer stalkers experience, lending solemnity to the occasion.

The hunter in this context meets a submerged part of himself, a weighty sensation that does not attend bird shooting or knocking a fish on the head. This is not to say that stalking is only for the committed, merely that it is a serious undertaking. Emotions are keenly pitched in stalking's high moments. The despondency of missing the shot after a long, difficult approach is a mystery to the outsider.

At present, Scottish stalking faces difficult times. The continental Europeans, who constitute about half

stalking's clientele, have shifted eastwards to try newly available possibilities in eastern Europe and Russia's loosely-regulated hunting blocs.

Sporting agents have found Scottish stalking hard to sell. The image of venison has taken a knock with prices falling by half last year, and this may have had a subtly devastating effect on the sport. In addition, the perceived over-abundance of deer, which is actually a localised problem applying to hinds, has blurred the distinction between what is a necessary cull and what is sporting opportunity.

Yet the Europeans will return to Scotland before long, for the grandeur of the Highlands is unique. When it comes to stalking, enjoyment, employment and rural duty coincide neatly.

IT'S TOUGH being an international croquet correspondent. Unlike Andy Martin, the Cambridge lecturer who apparently persuaded a national newspaper to send him to Hawaii as surfing correspondent, chances of wintering beside the lawns of Palm Beach at someone's expense remain slim for most croquet writers.

The chief reason for this is that in spite of the growing popularity of the game, croquet, unlike surfing, continues to suffer from an image problem. There is not much sun, sand or sex in croquet (well, not sand), and few hunky men posed photographically around to provide a glamorous backdrop.

Nothing vivid ever happens in croquet — no gory accidents or verbal attacks on the umpire, while the photographers tend to be restricted to pictures of players squinting myopically through hoops. Indeed, the growing number of young men under 25 in top-class croquet has done little, as yet, to change things.

The majority of the undergraduates who now fill the top ranks of British croquet are studious young men with a weight problem. They move about the lawns with ponderous deliberation that does nothing to encourage the sort of image that some promoters of the game seem to crave.

But salvation could be at hand in the form of Chris Haslam, a 17-year-old from Southampton, 6ft 10in, blond, an accomplished basketball player and

Why croquet is for hunks

Sport/Nicky Smith

as husky as they come. Haslam has true potential as croquet's first real crowd-pleaser, someone to get the teenyboppers shrieking with delight at the very sound of his name.

As well as the physique, Haslam has the technique, right down to the monosyllabic grunt approach to interviews that all macho sportsmen perfect. His recent appearance in the Atco British Open championships at Hurlingham caused the first tiny ripple when he alarmed the old guard by wearing a T-shirt that was not completely white.

It had a brightly coloured logo plastered across the front which matched his snazzy Bermuda shorts. Not even John Walters' blond pony-tail, Richard Hilditch's floppy hat, Keith Smith's head boots or Mark Saurin's make-up caused as much excitement as Haslam's T-shirt.

The Bird looked down from his great height and was unperturbed. He played Chris Clarke in the quarter-finals and described his opponent's game as "immaculate". "I made a tactical error in the first game which cost me the match," he said, "but I've been pretty lucky to get this far." This is only his fourth season, but he has set his sights on selection



for the next Test against Australia and New Zealand which will be played in early 1993.

Croquet's growing internationalism continues at an encouraging pace. This year's world singles championship at Hurlingham in September already has entries from Australia, New Zealand, the US, Japan, Italy, Switzerland and France. The latter promises to tone up croquet's image by obligingly sending a Restafarian from Reunion to represent them.

The Americans also have a head start on croquet style in the shape of Jerry Stark, who first sent shudders through Hurlingham two years ago

when he appeared in red braces and plus-fours and appeared over-demonstrative on the lawns (he booms with laughter).

Britain's top two players, Chris Clarke and Robert Fulford, who won the Open doubles at Hurlingham this year and competed against each other in the singles (Fulford won the event), recently spent some time in America, soaking up atmosphere and milkshakes in Oregon. But they returned unimpressed by any laid-back sartorial influence.

Both men are hard-core conservatives in dress and would probably die rather than wear a Bob Marley T-shirt or a pair

of lime lycra biker's shorts. As such, they are a credit to croquet's enduringly sober image so loved and nurtured by the old guard.

This is the blazer brigade, but even they are about to be re-vamped by the new Gieves and Hawkes Seniors championship which last month established itself as an important fixture of the summer social calendar. Master-minded by the ebullient Robert Gieves, the Seniors promises to do for croquet what Carter has done for polo and Dunhill for golf.

Sponsorship, at present rather hard to come by, would naturally flow into the game. Meanwhile, like everything else struggling with recession, croquet has to make do with reality. This means that some competitions carry stiff entry fees which the younger, more impecunious, players find objectionable. Adrian Saurin, a Lancashire schoolboy who was national junior champion last year, has openly complained to the powers-that-be that the entry-fee increase for the recent British Open, to around \$40, effectively excluded him.

"What incentive is there to play in the Open when I can play in four weekend tournaments for the same amount of money, which would probably

guarantee me three times as many games?" he asked, adding that the sum required was "eight weeks' newspaper delivery wage."

Prize-money has always been a laughable subject in croquet. The authorities held the prize-money at a derisory level until a few years ago when potential mutiny among members of the Croquet Association persuaded them to raise the maximum sum that could be won by any player in a season to £2,000.

Achieving anything near this amount is almost impossible in Britain. The US is the only place where players can hope to pick up real cash. As a result, many British players are enticed across the Atlantic. Now that he has won every big British title, Robert Fulford, the current world champion, hopes to return to the US later this year to play for pay and perhaps take up coaching.

For the present, he has to be content with winning the first prize in the Open — a vast electric mower from the sponsors, Alco. For a young man with a large overdraft, who lives in a flat, the gift had limited appeal. "I'll probably sell it," he said.

The only man in the competition who might have made good use of the machine was Stephen Mulliner, an investment banker who has laid a croquet lawn in his Surrey garden. As chairman of the Croquet Council, Mulliner stands as a last link between the old guard and the young players such as Fulford, Clarke, Haslam and the Saurin brothers.

THE BRITISH field sports press is not for me. My own experience of field sports consists of little more than occasional youthful summers spent on Lough Melvin with a Winchester trying to hit cormorants at 500 yards, and a memorable search for lunch when the Cortina broke down on the M1 in Leicestershire.

At first sight, therefore, the *Deutsche Jagd Zeitung* (DJZ) and *Die Pirsch* are more attractive than *The Field* or *Shooting Times*. They are designed for my kind of sportsman — a sales engineer from Paderborn who, most weekends, forsakes the do-it-yourself and clears off in the Opel to the Black Forest to blast off at any mammal stupid enough to raise its head.

Of the two, the DJZ is undoubtedly the serious, up-market one. So *Pirsch* (the name means deer-stalker) is far more interesting — always ready to widen its appeal, as we shall see. Both have the popular touch: no flat caps, waxed jackets and green wellies. Instead, they go in for pork pie hats, green loden coats and knickerbockers. The pictures in *Pirsch* often consist of

As they say in Europe/James Morgan

The heart is a lonely hunter

badly-posed groups of middle-aged, middle-distance gent in grey suits. My favourite is of the wind section of the Darmstadt Hunting Club Band standing behind the detritus of a sylvan sawmill.

There are short stories, too. *Pirsch* was offering a serial called *The Miller's Buck*. The tone can be gathered from the following: "The hide, an open ladder which he had yet again improved, offered comfortable space for two people and he approached it at around a quarter to six. It was a wondrous evening, the miller listened for some time to the call of an oriole, and as the dawn slowly broke, a doe emerged from the northern thicket of firs with its young."

The story is illustrated by a lovely drawing of Bambi-style fawns which provides a nice counterpoint to the bloodstained cadavers of similar ani-

mals which decorate other pages. While the British field press stimulates the arcadian fantasies of the would-be country gentleman, the German somehow combines kitsch sentimentality (there are lots of puppies) with nature red in tooth and claw.

Thus *Pirsch* and *DJZ* are dedicated to maximising efficiency in what is the ultimate hit-and-miss pursuit. Out go cartridges and traditional guns, in come high-powered rifles, state-of-the-art sunscreens and shells that could knock a tank over at 500 yards. There is a good deal of space devoted to technical specifications and pictures of tests of weapons that in Britain would rarely be seen on moor or fen.

The outside world imposes itself. Germany has just been at the centre of some of the most dramatic events of the post-war era, and they make themselves felt in the pages of the

field magazines. The new federal states in the east offer exciting opportunities to the hunting clubs of the west. There are bleak pictures of the marshy wastes of Mecklenburg-Pomerania, accompanied by promising accounts of the state of the wildlife and a thorough analysis of the hunting laws which apparently prohibit virtually nothing — "very democratic," as *DJZ* put it.

This journal discovered that in the east there is a herd of rare wild sheep that originated from a traffic accident in the 1930s when eight animals escaped from a wrecked truck; now there are 500.

A treasure house lies a little beyond the old German Democratic Republic. The new entrepreneurs of the east have understood the real meaning of "comparative advantage." The Germans are moving into east and cen-

tral Europe again — by invitation. The oddest advertisement is this one from *Pirsch*: "Bears, Elk, Reindeer, Deer, Ducks and Geese in Russia/Siberia. From DM50." It adds, in tiny lettering: "Excluding flight, transfers, information, food, trophy charges, etc."

Since these are German magazines, there is the inevitable lonely hearts column among the small ads. "A beautiful, exciting creation... 29 years, young, successful lady entrepreneur from a very good home, radiant, natural, exquisite, slim, very well groomed, speaks English, wide interests, gladly goes hunting with her father, sails, tennis, spontaneous and ready for excitement, confident but emotional, sensitive, romantic..."

And then there are the jokes: "My wife is costing me a fair bit," said the young forester to his forestry office boss, asking for an advance.

How did you get to know your wife? "Through a marriage agency." There you are then, the middleman always makes things more expensive, just like with venison.

James Morgan is economics correspondent of the BBC World Service.

Motoring

Traction in action

Four-wheel drive vehicles can fill many roles, says Stuart Marshall

THE IDEAL car for a country sportsman would drive like an executive saloon on the road, go as unstopably across country as a Land Rover, hold as much as a small van, have a Mini's thirst and be cleanable inside and out with a hose. Of course, it doesn't exist.

Like everything else, all cars are compromises, especially if they have to play more than one role. But one or two markers can be put down.

First, a country sportsman's car must be an estate, the kind that used to be called a shooting brake. No other sort of body is as good if you have to carry straw bales and saddles, decoys, waders, dead game and live dogs. And it should have four-wheel drive, of which more in a moment.

Cars for dogs are a subject in themselves. Suffice it to say that the best kind of estate car for carrying dogs has a low rear sill so that the wettest, filthiest Labrador will be self-loading at the end of a long, hard day.

Then there will not be a gap between back bumper and the metal body panels to trap and hurt a paw or break a leg. Universal dog guards will go into almost any estate car, but buy one of the new US-made Honda Accord estates and you will find it comes ready fitted with an ingenious mesh dog guard that doubles as a load space divider.

Attention four-wheel drive to most car buyers and they assume you are talking about four-wheel-driven on-off road vehicles — Land Rovers and Range Rovers, Shoguns, Land Cruisers and G-Wagens.

For rough and tumble country motoring they are fine. If you plan regularly to tow a two-horse trailer across fields as well as on roads, nothing else will do. Their towing capability on tarmac and wet meadow alike is unmatched.

But if you are a one-car family, or expect to be driving a high road mileage in your 4x4, tread carefully. Some of the muscular on-off road vehicles demand too many sacrifices in return for their traction and towing capacity. They are not easy to live with as car substitutes.

Remember that all on-off road 4x4s are fairly thirsty because of their big frontal areas, weight and extra transmissions. That being so, diesels make the best sense. The vast majority of Land Rover Discovery buyers choose diesel, and the four-passenger-door models are usually with a longer wheel-base — are much to be preferred to the three-door.

Pick of the crop of four-doors are: ■ Isuzu Trooper Citation 2.8 LWB TD. Quiet and refined, comfortable and well equipped at a keen £15,590 list price. ■ Range Rover. £25,530. A bit noisy at low speeds but a great goer. Splendid interior, superb across country.

■ Mercedes 300GDI, £22,580. Like a car inside, excellent ride, effortless cruiser. Lacks power low down but ultra quiet. ■ Mitsubishi Shogun TD, £21,459. One of the best. Smooth and strong, sophisticated 2-wd or 4-wd transmission for road or rough. ■ Toyota Land Cruiser, £28,646. Big, broad and beefy. Massive 4.3 litre turbo diesel class leader for power. Great tow car.

Cheaper alternatives that are good working machines but may be too noisy and unrefined for all but the

insensitive to use as cats Daihatsu Fourtrak, Land Rover Defender and Nissan Patrol.

Nearly all these 4x4s can be had with petrol engines. But do not expect any of them to exceed 20 mpg (14.12 l/100km) at best and do not be surprised if it is around 16 mpg (17.5 l/100 km). The diesels should give about 25 mpg (11.3 l/100 km) if driven sensibly, but remember that high cruising speeds will make any on-off road 4x4 behave like a dipsomaniac.

There are smaller on-off road vehicles with good manners, sleek interiors and a surprising ability to go across country should you wish to. Power-steered ones such as the Daihatsu Sportrak and Suzuki Vitara are light and lively to drive and as easily parkable as any small hatchback, but they will not



pull a couple of hunters. Prices are from around £10,800. Russian Lada Niva goes better than Saddam Hussein's T55 tanks on rough terrain but is hard to load and unrefined, which is what you should expect for £7,350.

But perhaps you do not want to pull horse trailers? Your off-roading may be confined to crossing the odd field and driving on moorland tracks. If so, you would be better off with an otherwise normal estate car — even a low and wide-silled hatchback — with four-wheel drive.

Citroen's BX 4x4 estate (£14,850) is a winner, with suspension you can kick up for driving on rutted farm roads or fording streams. Avant estate car versions of the new Audi 100's with Quattro transmission will be in Britain by the autumn. Ford's Sierra and the Mazda 626 estates can be had with full-time four-wheel drive from around £16,800.

Still one of the best buys in all-wheel driven estate cars is the Subaru Legacy from £11,750. Ground clearance is normal but a well protected belly makes it usable on surprisingly rough terrain. The ultimate all-wheel drive estate has to be the Mercedes 300TE 4-Matic (£38,210). A computer, not the driver, decides the right moment to switch from rear-wheel to all-wheel drive and then back to rear-wheel again, several times a second if need be.

Cheapest of all cars with four-wheel drive are the three-door Fiat Panda and Subaru Justy (both around £7,300). You can have the Justy with automatic transmission for £715 extra. They are normally front-wheel driven — you switch to rear-wheel mode when you need it. Being light, they feel quite nimble on surfaces that would bog down a normal two-wheel driven estate car.

MOTORS

Mitsubishi Sigma

Automatic April 1991 finished in Coral Green with Grey leather. Standard equipment includes electric sunroof, electric windows, central locking, power steering, stereo cassette with CD player, or conditioning. This superb motor car has been named through 6200 miles and is offered with the balance of 3 year Warranty for \$24,552. Please telephone 0952 829111 at anytime during the weekend.

We are just 2 minutes off M25 Junction 11.

MotorWay



"TOO OLD AT 75"

This is definitely not my car. 1991 MERCEDES 300 SL. 2000 miles. White, child seats, cruise control. £53,000. Now. Or best offer by 30th September. Telephone: 081 907 8355

SAAB IN WARWICKSHIRE offer the full range of new Saabs and probably the largest selection of superior used Saabs in Mid-lands. Limes Garage Ltd, Royal Leamington Spa, Mr Taylor Tel: 0225 435221

To advertise on the Motors page please contact Mark Hall-Smith on 071-407 5752

ARTS

Exotic appeal
of Ancient artTimothy Potts admires the Norbert
Schimmel Collection at the Met

HERE ARE few museums now-
adays which can compete head
on with private collectors for
the cream of ancient art in the
auction room. But some at least are
managing to recapture a healthy share
in the aftermath of gifts and bequests.
Aided till recently by favourable tax
laws, American museums have clearly
out-paced their European counterparts
in persuading public-spirited collectors
to leave their finer treasures to public
institutions. And judging by its two
major current exhibitions, the Metro-
politan Museum of Art in New York has
sleazily done rather nicely, even by
Transatlantic standards. Besides the
much vaunted Annenberg collection of
Impressionist and Post-Impressionist
paintings, which has recently been
promised to the museum, more intrepid
visitors who make it to the recesses of
the antiquities galleries are offered a
rich reward in ancient art: Gifts from
the Norbert Schimmel Collection.

Schimmel was a German émigré who
made his money in portable engraving
equipment, eventually becoming the
world's largest manufacturer. His pas-
sion, however, was ancient art. Scour-
ing the world for some 40 years, he
amassed one of the most important col-
lections of ancient art of his day. Through-
out this time Schimmel was a gener-
ous benefactor to the Met and when
he died last year the lion's share of
what remained was split between New
York and the Israel Museum in Jeru-
salem. This brought the Met's legacy
to some 150 items.

Schimmel collected widely, from
Roman Britain to China and from the
Bronze Age to early Byzantium, but the
focus is solidly on the classical Old
World civilisation of the Near East,
Egypt, Greece and Rome.

The patriarchal cultures of the Near
East — the Egyptians, Assyrians,
Sumerians, Hittites and others — are
well represented in sculpture, jewelry,
furnishings, vessels and a variety of
other finely crafted objects. A total of
some 75 works, this represents the larg-
est single bequest of such quality to
this part of the Met's collection.

Although Near Eastern art is rarely
as accessible or appealing to our classi-
cally-conditioned eyes as Greek or even
Egyptian art, its complex imagery of
deities, demons and lavish court-life
carries an exotic appeal, albeit more
cerebral than aesthetic. Among the
highlights of the Schimmel pieces, a
rare metal statuette of a Sumerian war-
rior — bald, woolen skirted, his
hands piously clasped at his chest —
expresses well the devout service to the

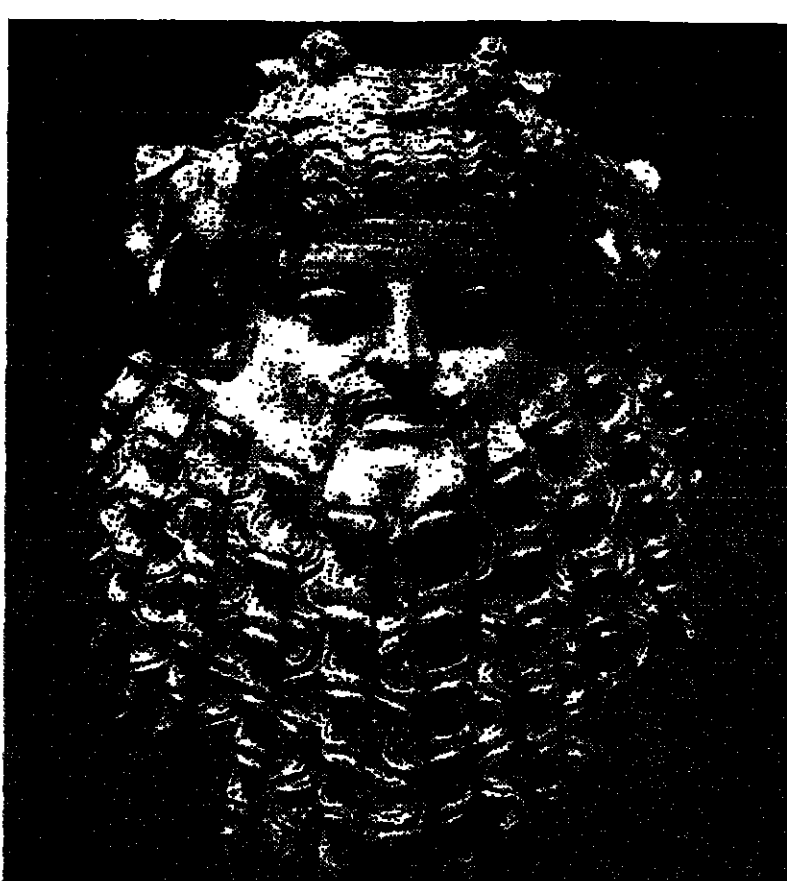
gods which this earliest of all literate
peoples believed to be their place in the
order of things; and a series of
extremely rare, elegant silver and elec-
trum Anatolian vessels dating to about
2300 BC are the more important for
paralleling the set found by Schimmel
at Troy, missing since the War in Ber-
lin.

For more baroque tastes are a pair of
elaborate bull- and stag-shaped silver
drinking vessels from the Hittite empire
(about 1400 BC), unique survivals of the
lavish court and temple plate men-
tioned in Hittite inscriptions. As so
often in pre-Classical antiquity, natural-
ism finds its finest expression in studies
of animals — here the subtle modelling
of the stag's foreparts, faithful down to
the veins on its snout. A frieze around
the rim of the vessels shows worship-
pers offering a libation before two de-
ities — an enthroned goddess holding a
sacred object and a god standing on a stag
— all decked out in curious Hittite garb
and shoes with curled-up toes. As a rare
and intimate glimpse of Hittite religious
practice, this scene has rightly taken its
place as a key document in the cultural
history of the first literate Indo-Euro-
peans.

A number of pieces from the eastern
marches of Iran, Afghanistan and Cen-
tral Asia — areas till recently consid-
ered culturally as well as geographi-
cally peripheral to the Near East — hold
a more topical interest. For excavations
in these regions (regrettably mostly
clandestine diggings) have only recently
begun in earnest, and the surpris-
ingly sophisticated Bronze Age cul-
tures coming to light are as yet rep-
resented in only a handful of public
museums. Most have gone underground
into private hands where it remains
largely unpublished and unstudied.

Among a number of splendid Central
Asian works in the Schimmel collection
are an electrum vessel decorated
around the rim with birds of prey, and
a stone statuette of a seated woman,
both dating to around 2000 BC. Presum-
ably a goddess, this ample woman is a
recurrent image in eastern Iranian and
Central Asian art, but since her de-
votions have left no texts her character
remains a mystery. Probably from high-
land Iran of about the same date is a
sumptuous silver lid of a vessel dec-
orated in high relief with a coiled ser-
pent, a potent chthonic symbol in early
Iranian religion. A masterful matching
of motif to function, this lid is
early evidence of the Iranians' great
talent for luxury metalwork which so
impressed the Greeks of Classical times.

With the Egyptian material we are
back on more familiar ground and there



A bronze Mask of Dionysos: Roman Imperial Period, about AD 1-50

are less surprises, though no shortage
of striking works. A delightful faience
figure of the dwarf god Bes is a work of
the late New Kingdom, around the time
of Tutankhamun or later. He is in fact a
cleverly designed make-up kit, his head
obliquely hollowed out as a receptacle
for the colouring, his hands holding the
support for its applicator. Roughly con-
temporary is a small lion's head with a
negroid (Nubian) head between its jaws,
made of "Egyptian blue" and gold.
Since lions typically represent the phar-
aoch this is a blunt and unambiguous
statement of what the Egyptians
thought of their southern neighbours.

But the Nubians' day would come —
in the late eighth century BC they over-
ran the Nile valley and briefly ruled
over the entire country. Far from the
barbarians canonical Egyptian texts
would have us believe them to be, the
Nubian dynasty in fact presided over a
mini renaissance in Egyptian arts and
crafts. A superb gold head of a ram
(symbol of the god Khnum), probably
from a royal necklace worn by one of
the Nubian kings, belongs to this era.
None finer exists.

Schimmel favoured the exquisite over
the grand and most of his pieces are
therefore relatively small. This is
presumably a show for connoisseurs
and those with an eye for fine crafts-
manship. You need to get close and savour
the detail. Schimmel did not mind —
indeed seems sometimes to have pre-
ferred — a superbly crafted fragment to
a less perfect whole. This can call for
imagination, as with the corner of an
inscribed sixth century BC Athenian
grave relief preserving just the man's

feet. More evocative, indeed one of the
gems of the collection, is the half-pre-
served bronze head of Caracalla, por-
trayed with the perturbed, knitted brow
and wispy beard that was his official
visage.

Schimmel seems not to have been
overly fond of Greek vases but special-
ists will recognise in the pseudonymous
attributions of the pieces he did acquire
a fair share of the more talented hands
of the sixth and fifth centuries BC.

Again however, it is among the
metalwork that the real treasures lie —
a Cretan helmet decorated with pairs of
winged serpent tanners, a mirror en-
graved with a delightful hairy satyr
and Eros, and a Hellenistic gold chi-
nchon clasp elaborately decorated in rel-
ief and granulation around a relief
bust of a maenad.

The Schimmel exhibition follows
close on the heels of another show
devoted to a private collection, that of
fellow New Yorkers Leon Levy and his
wife Shelby White. That private collec-
tion should deserve star billing in an
institution of the Met's prestige is a
telling reflection of where the quality is
now going. Apart from the Getty
Museum in Malibu, no major public
institution has the financial muscle to
compete in the open marketplace with
the top dealers, and more and more of
the best ancient art is therefore ending
up in private hands. In this environ-
ment, bequests like Schimmel's are
undoubtedly the best result for all but
the next generation of collectors.

*Ancient Art: Gifts from the Norbert
Schimmel Collection to the Metropolitan
Museum of Art runs until September 1.*

High summer hits
New YorkAlastair Macaulay on two musicals: one from a
children's classic; the other classic Broadway

ONLY ONCE have I
ever cried more in
the theatre than I did
at *The Secret Garden*,
the new Broadway musical
(the St James Theatre) based
on the classic children's story
by Frances Hodgson Burnett.
But oh! what a difference. My
biggest blub of all was in the
last two minutes of last year's
Covent Garden production of
Rossini's *Guillaume Tell* —
because it is a great opera
whose final passage opens up
with a new broad acclamation
of both daybreak and liberty.

The Secret Garden, by con-
trast, is fairly ghastly: both
clever-clever and cloying, over-
complex in its literary concept,
too saccharine and unmemora-
ble in its music. I also objected
to almost every adult perfor-
mance in the cast. It has, how-
ever, the benefit of a superb
story, good designs and — in
the central role of Mary Len-
nox — the most moving stage
performance I have ever seen
by a child.

This child, Daisy Eagan,
wins a deserved standing ovation
at most performances. As
the young orphan Mary, she is
serious, grave, crusty, defen-
sive. Only gradually does this
heroine learn to show any kind
of softness or loyalty. She isn't
Little Orphan Annie. Eagan
goes to the audience's heart by
playing her role with the kind
of tough, curious objectivity
that few child performers ever
achieve; and so she takes us
right back to the essence of
childhood itself.

Eagan and John Babcock as
Colin, Mary's querulous young
invalid cousin, never once
descend to the cute senti-
mentality of the book and lyrics (by
Marsha Norman) or the music
(by Lucy Simon); and for that
and for other features I sup-
pose I should compliment the
director, Susan H. Schulman. I
wish, however, she had been
disloyal to all the more in-
trusively literary effects. This
musical kept pulling. This chil-
dren's story is laden with adult
discussions, with flashbacks to
the past, and with choral com-
mentary by all the ghosts of
parents and other characters
who have Passed On.

The leading adult perfor-

mance, as Mary's uncle Arch-
ibald Craven, is given by
Mandy Patinkin. As a stage
presence, he has complete
integrity; often still, always
intelligent and sensitive. He
never sinks to the more arch
level of the text, but he never
rises above its sentimentality.
But I can think of no famous
singer today whose voice is in
a more parlous condition.
Indeed, as his appearance at
Chichester last summer (*Born
Again*) confirmed, he has
formed his whole singing style
by letting his voice separate
into three disparate registers
— a pinched, braying baritone;
a washed-out, bleating tenor;
and then an extensive use of a
pale, lyrical falsetto.

The Secret Garden, which
opened in April and looks set

*'The Secret Garden'
is the latest example
of the decline of the
musical...
fascinating,
therefore, to see the
marvellous revival
of 'Gypsy'*

to run for several months to
come, is an important exam-
ple of the School of Sondheim
musical. Its cleverness is con-
ceptual and verbal; its music,
whether operatically over-
blown (the ghosts' storm
ensemble) or milkily winsome
(Mary's letter to her uncle), is
never of prime interest. The
staging is good, the use of the
revolving stage poetic, and the
designs often picturesque. But
the final scene — which
achieves the secret garden's
high summer in Edwardian
greeting-card terms, glowing
with painted cherubs and but-
terflies — is the kind of once-
upon-a-time sweetly pretty pic-
ture on which I longed for a
huge Monty Python foot to
descend on like an act of God.

The Secret Garden is the lat-
est big example of the decline
of the musical. Though one can
say that the musical (like
romantic comedy) has never

again recaptured the peak form
it achieved in the 1930s, its
serious decline only began, I
believe, in the late 1960s. Fasci-
nating, therefore, to see the
marvellous Broadway revival
of *Gypsy* — the famous 1957
musical by Arthur Laurents
(book), Jule Styne (music),
Sondheim (lyrics) and Jerome
Robbins (original direction and
choreography). This revival,
which stars Tyne Daly as Rose,
was new last year and has now
returned to Broadway (Mar-
quis Theatre) this summer,
directed by Laurents. It is
apparently close to the original
staging.

Gypsy is a great show but it
isn't a great musical. It doesn't
rise lyrically into its musical
numbers. Instead, with real
brilliance, it builds a psycho-
logically and dramatically
acute show around songs that
are corny ("Let Me Entertain
You"), sentimental ("Small
World"), humdrum ("If
Momma Was Married") or
whammy ("Everything's Com-
ing Up Roses"). A more distin-
guished score would be wrong
here, for *Gypsy* is about the
grim side of showbiz. It is a
shining classic of that often
trite genre, the backstage
musical; and its handling of
plot and character is so intelli-
gent and entertaining that I
was dazzled.

Tyne Daly, even if she
doesn't have the nethermost
notes in this famous Ethel Mer-
man role, is first-rate. She
switches from speech to song
with ideal ease, she sings
securely and she has the per-
fect amount of steam-engine
drive and fiercely cheerful
heart. And the rest of the cast
is just as right. (I have never
known mink less obtrusive.)
That famous number, "You've
Gotta Have a Gimmick," comes
off far better in context, done
by really past-it strippers, than
it did in those anthology
shows, *Side by Side by Sondheim*
and *Jerome Robbins' Broadway*. To see and hear
how *Gypsy* reprises "Let Me
Entertain You" is at once
hair-raising and utterly sat-
isfying. Yes, this is another mu-
sical where I'd never buy the
album; but it is a thrilling
evening in the theatre.

Antiques Fair

Jewelry shines in Monte Carlo

MONTE CARLO'S ninth
Biennale des Antiques
quartiers opened on July
31 for a fortnight, just
in time to catch people jetting in for
the Red Cross Ball on Friday night.
With 28 French, Italian, Swiss and
local dealers taking part and the
participation, for the first time, of a
leading Art Deco and a medieval
ant specialist — Galerie Vallois and
Jacqueline Boccador, respectively,
from Paris — this year's Biennale is
set to be the biggest and best ever.

Inaugurated by Prince Rainier
and a posse of bodyguards and
sized, as ever, at luring the seri-
ously rich off their yachts and away
from beaches along the length of
the Riviera, the Biennale is housed
in the International Sporting Club,
conveniently close to the Casino. As
New York jeweller Fred Leighton
said: "The Mediterranean may not
be the world's best fishing ground
but Monte Carlo is. I've made some
of my best customers here. And
because the place is so safe, they

wear the stuff, too."
Out-dazzling more conventional
fellow-jewellers at the fair, Leighton
is showing the biggest black dia-
mond in the world, the 67.50 carat
Black Orloff for \$850,000, not to
mention a 180.66 carat sapphire in
Art Deco mounting alongside his-
toric pieces by designers such as
Frumen, Mauboussin, Boucheron and
Bovis. Leighton also has the ston-
ey necklace and earrings Cartier
set for the Duchess of Marlborough
and an array of 17th and 18th cen-
tury Indian Mogul jewellery pur-
chased direct from a maharajah.

Dealers who report a fall-off in
big American buyers are visibly
cheering for the tastes of Monte
Carlo's growing population of very
rich Italians. Early 19th century fur-
niture, which has been particularly
in vogue in Italy for the past couple
of years, is very much in evidence
at the Biennale. Luigi A. Laura, of
Monaco, is selling virtually nothing
else and Fernan, one of the French
city's leading dealers, is asking

Fr2.2m for a set of eight handsome
chairs by the cabinet-maker Bel-
lange, complete with original up-
holstery in unusually fine condition.
Paris's Bernard Steinitz, who was
not invited to the Biennale, cocked
a snook at organisers by staging his
own exhibition of outstanding
French Empire pieces in a friend's
premises in Monaco. They include a
monogrammed writing-desk Napo-
leon gave Josephine and a mahog-
any box he presented to his sister,
Pauline Borghese.

Gismondi, from Paris, who
opened a gallery in Monte Carlo a
year ago, is present for the first
time at this year's Biennale. He is
showing early 18th century French
and Russian furniture alongside a
pair of monumental cases in Paris
porcelain decorated by Louis XV's
painter, Sauvage, priced at Fr5m.
He also has a Boulle commode for
Fr2.8m — one of a pair, its partner
is in London's Wallace collection.
French 18th century specialists
Ferrin and Segoura, from Paris, on

the other hand, stayed more or less
faithful to their periodic. Alongside
commodes by Riesener and Wei-
ssweiler, Segoura is showing an
unusually informal Nattier portrait,
featuring a nobleman in hunting
garb and a very rare pair of early
17th century tables with stone mar-
quetry tops made by Cosimo Cas-
trucci in Prague. Ferrin, mean-
while, has chosen some surprisingly
sober pieces for as flashy a market
place as Monaco — in particular, a
beautifully proportioned late 18th
century sideboard by the often more
ostentatious royal cabinet-maker,
Martin Carlin, and a small Louis
XV-XVI table from Greta Garbo's
New York apartment.

In the recession-hit field of mod-
ern paintings, with prices down at
least 30 per cent on last year, Ode-
matt et Cazeau, of Paris, brought a
careful selection of the best by top
artists. They include a head of a
woman by Bonnard, 1920, a fine
Modigliani pencil portrait, a vivid
village scene by Soutine, dated 1923,



From the Galerie d'Art Saint-Honore: 'Nature morte au Homard et au panier de fruits' by Andreas Benedetti

and two canvases by Impressionists
Sisley and Pissarro. Berko Fine
Paintings, from Brussels, mean-
while, hopes to attract potential
Lebanese buyers with a series of
19th century Orientalist works.
Mario Bellini, from Florence, who

specialises in Italian primitives and
Renaissance paintings and is the
founder of the Biennale, is showing
a late view of Venice and an early
architectural painting by Francesco
Guardi, alongside 14th century
works from Siena and Florence.

"There's no particular tendency
here. It's a very strange market.
There's still a lot of money here but
it has lost some of its chic," Bellini
said.

Nicholas Powell

Spoken Word

Plenty of choice for the summer

HERE IS some
first-rate listening this
summer, wonderfully
varied. *Brief Lives*,
Anita Brookner's novel of last
year, has been beautifully read
by Anna Massey (Chivers
Audio Books CAB 572; 8 cas-
settes; 8 hours 50 minutes;
unabridged) whose crisp
authority gives full value to
the tensions within the long
friendship — or rather, the
continuing armed truce —
between two women: aristoc-
ratic Julia, retired divorcee, "a
stickler for amusement,
although she had absolutely no
sense of humour", and the nar-
rator Fay, a retired singer from
a lowly background, who can
say as she looks back from the
threshold of old age, "No
aspect of my history failed to
disappoint me." An engrossing
listen. One pictures them after-
wards, in their earlier years,
walking along the Fosse arm-in-
arm, in their white skirts.
There is no truce between
the two well-to-do ladies in
Mapp and Lucia by E.F. Benson

(1867-1940), as they struggle for
dominance in the little town of
Tilling in the 1920s. It is
thought that Benson did not
much like women, and Pru-
ella Scates's reading (Isis
Audio Books IAS 90084; 10 cas-
settes; 11 hours 15 minutes;
unabridged) is wickedly enter-
taining at the expense of all of them.
Colin Dexter reads his own
story of Inspector Morse of
Oxford, *The Wench Is Dead*
(Chivers CAB 582; 6 cassettes; 7
hours; unabridged). Morse,
conversing in the John Rad-
cliffe Hospital, happens to read
an account of a murder com-
mitted on the Oxford Canal in 1859
and becomes convinced
that two innocent men were
hanged for it. Totally absorb-
ing, what a clever and witty
reader — Colin Dexter is.

And here are two splendid
19th-century classics. Anthony
Trollope's *The Small House at
Allington* about widowed Mrs
Dale and her two daughters
(Cover to Cover Cassettes CTC
058; 17 cassettes; 23 hours 25
minutes; unabridged) is read
by Timothy West, robust, affec-
tionate; a delectable listen,
though young Lily Dale's love
story is not a happy one.
Charles Dickens's *Other Truist*
was published in 1837-39, 25
years before Trollope's *The
Small House*, but more than
years separates that tale of
drawing rooms and gardens
from Dickens's (seemingly) picture
of London low life and inhu-
mane local authority work-
houses. For the Complete Lis-

tener, Anthony Homer has
given a strong, high-quality
reading (No catalogue number; 12
cassettes; 18 hours; unabridged) of this
breath-taking story.
Isis have issued the first
full-length, straight reading of
J.R.R. Tolkien's trilogy *The
Lord of the Rings* in its three
volumes (IAS 90123; 42 cas-
settes in all; 49 hours;
unabridged). Tolkien detested
allegory and regarded his cre-
ated mythology as "feigned his-
tory". Rob Inglis's powerful
reading suffers from too-audi-
ble intake of breath, but for
Tolkien devotees this would
probably detract little from
this important recording event.
Schilton Audio Books offer a
different myth in the original
story of Victor Frankenstein
and the monster he creates:
*Frankenstein, or The Modern
Prometheus* (SPF 765-1; 6 cas-
settes; 7 hours 10 minutes;
edited for recording), by Mary
Shelley, wife of the poet, first
published in 1818, a tale of pas-
sion and terror, and a mind-
boggling tour de force from a
girl of 21. Robert Trotter gives
it the correct, superbly Gothic
reading.

From the same company,
Cloud Howe (SPF 320-3; 8 cas-
settes; 9 hours 16 minutes;
unabridged) is the second

novel (pub. 1933) in Lewis
abridges a royalty from sales
of the recordings goes to The
RAF Benevolent Fund.
It was soon after the end of
Hillary's war, in 1945, that Cliff
Michelson and Jean Metcalf
met as presenters of the BBC's
Two-Way Family Favourites,
and their joint autobiography,
Two-Way Story (Oasis Audio
Books OAS 90022; 8 cassettes;
10 hours 30 minutes;
unabridged) read by both
authors is a friendly and relax-
ing listen, full of the gossip of
40 years of radio and TV.

There is a new venture in
Spoken Word recording: Ran-
dom Century Audiobooks will
appear with, or soon after, the
publication of high-profile new
books. They will appear as
2-cassette abridged sets read by
established readers. Authors
have apparently been enthusi-
astic about the abridgements
and welcomed the idea. The
first releases were issued in
May and promise well.
The list is headed by Maev
Binyon's acclaimed novel of
Ireland and London, *Light A
Penny Candle* (RC 1; 3 hours),
another account of a lifelong
friendship between two
women, read by the author's
cousin Kate Binyon with char-
acteristic grace. Last year's
Booker Prize winner, A.S.

SWD 365; 2 cassettes; 3 hours;
abridged) a royalty from sales
of the recordings goes to The
RAF Benevolent Fund.
It was soon after the end of
Hillary's war, in 1945, that Cliff
Michelson and Jean Metcalf
met as presenters of the BBC's
Two-Way Family Favourites,
and their joint autobiography,
Two-Way Story (Oasis Audio
Books OAS 90022; 8 cassettes;
10 hours 30 minutes;
unabridged) read by both
authors is a friendly and relax-
ing listen, full of the gossip of
40 years of radio and TV.

There is a new venture in
Spoken Word recording: Ran-
dom Century Audiobooks will
appear with, or soon after, the
publication of high-profile new
books. They will appear as
2-cassette abridged sets read by
established readers. Authors
have apparently been enthusi-
astic about the abridgements
and welcomed the idea. The
first releases were issued in
May and promise well.
The list is headed by Maev
Binyon's acclaimed novel of
Ireland and London, *Light A
Penny Candle* (RC 1; 3 hours),
another account of a lifelong
friendship between two
women, read by the author's
cousin Kate Binyon with char-
acteristic grace. Last year's
Booker Prize winner, A.S.

Byatt's *Possession* (RC 2; 3
hours; abridged) a royalty from sales
of the recordings goes to The
RAF Benevolent Fund.
It was soon after the end of
Hillary's war, in 1945, that Cliff
Michelson and Jean Metcalf
met as presenters of the BBC's
Two-Way Family Favourites,
and their joint autobiography,
Two-Way Story (Oasis Audio
Books OAS 90022; 8 cassettes;
10 hours 30 minutes;
unabridged) read by both
authors is a friendly and relax-
ing listen, full of the gossip of
40 years of radio and TV.

There is a new venture in
Spoken Word recording: Ran-
dom Century Audiobooks will
appear with, or soon after, the
publication of high-profile new
books. They will appear as
2-cassette abridged sets read by
established readers. Authors
have apparently been enthusi-
astic about the abridgements
and welcomed the idea. The
first releases were issued in
May and promise well.
The list is headed by Maev
Binyon's acclaimed novel of
Ireland and London, *Light A
Penny Candle* (RC 1; 3 hours),
another account of a lifelong
friendship between two
women, read by the author's
cousin Kate Binyon with char-
acteristic grace. Last year's
Booker Prize winner, A.S.

1 hour) is full of good things
old and new for cat-lovers.
Some more new comedy, all
in 2-cassette sets. From the
BBC Radio Collection, *Goon
Show Classics 6* (ZBBC 1148; 2
hours) consists of four crazy
spoofs on the Second World
War and war films, complete
with the music of Ray Elling-
ton and Max Geldray; there is
also *Hancock's Half-Hour Vol 4*
(NBC 1122; 2 hours), and *Step-
tote And Son* (NBC 1145; 2
hours) which includes the one
which introduced them on TV.
The Offer: Inimitable pair.
From EMI's Comedy Classics

series comes the bizarre but
lasting appeal of *Hinge And
Bracker* (ECC 15; 1 hour 15 min-
utes); *Laurel And Hardy* (ECC
12; 2 hours) in 34 snippets from
film sound tracks from 1929-36;
Comical Cuts 2 (ECC 14; 2
hours 15 minutes), with Robb
Wilton, Will Hay and acolytes,
Billy Bennett and Sydney
Howard. Finally, *Spice Mil-
ligan: A Collection Of Spikes*
(ECC 11; 2 hours 10 minutes) is
a sampler of a few of his fan-
tastic talents as a performer:
an intriguing experience.

Mary Postgate

ART GALLERIES

MALDENBOROUGH 8 Abchurch Lane, London
W1 International Sculpture, 17 July - 30
August 1991. Mon-Fri 10-6; Sat 10-12.30.
Tel 071-429 6161.

ALL CHOCOLATE ARTISTS, at Leather Lig-
gins, Truro, Cornwall. Sat 10-12.30.
Tel 01752 9015.

ALL MANDARIN ARTISTS, Regatta, Jewell,
Wicham, Bournemouth. Sat 10-12.30. Absolutely
best prices paid. 071-229 9878.

FROST AND REED
16 OLD BOND STREET, LONDON W1X 3DB
Telephone 071-629 2457

Sir Alfred Munnings (1878-1959)
Oil on panel
15 1/2 x 23 1/2 inches
"Black Speck" and "Southern Hero"

From our extensive stock of Fine Sporting Paintings

ARTS

Self-portraits with a difference

William Packer on exhibitions at the Whitechapel Gallery

CINDY SHERMAN is an American artist whose medium is the photograph, pure and simple – well, perhaps not quite so simple. After her recent more generally retrospective show at the Saatchi Collection, she now occupies the main space at the Whitechapel Gallery with the emphasis firmly on her more recent work (until September 22: sponsored by CDT Design Consultants).

She is part performance artist, part installationist, setting herself as her principal subject by devising all manner of tableaux by which to distance herself from herself within her work. There is little here of self-portrait as introspection or self-celebration: rather it is the ironical detachment of the actor that is cultivated, though the central presence and identity are inescapable. Her eyes are fixed, remote, expressionless, her face a blank, impassive mask for whatever character she chooses to adopt.

The show is dominated by the sequence of pastiches running the gamut of the old master portrait, which has engaged her over recent years. These were at first straight-forward enough, but have become openly burlesque, at once funny and disturbing, theirs the black humour of the travesty and grotesque. Miss Sherman has always taken, *à la mode*, a bleak view of humanity, and in her most recent work turns now to a darker surrealism still life, of dismembered dolls abandoned on the rubbish heap.

The large upper gallery holds the work of two young artists, each a recipient last year of a Whitechapel Award of £3000 apiece and the promise of a show. Peter Dink (supported by the Gilchrist Fisher Foundation Fund) is a Canadian who stud-

ied and now works in London. He paints the landscape of provincial Canada remembered rather than observed, nostalgic evocations of bleak fields, shabby farms, small towns, wooden houses among the trees.

So far, so good, but then we read in the pamphlet: "It is almost shocking for an artist to wish to paint scenes these days... Paintings which use obvious imagery and no inbuilt self-mockery have become increasingly rare." Not true, but this is where the special pleading starts. Dink may not mock himself, but neither are his large canvases simple and straight-forward. Like many of his generation he clearly finds the figurative reference and description difficult, and he resolves, on the one hand, by the double-bluff of deliberate crudeness of handling, on the other, by laying a near-abstract formal screen or mesh across the surface, that reads as brick wall or trees as maybe. To be fair, the trick sometimes works very well, with the surface of line and texture breaking down the imagery beneath it, teasing it towards abstraction. But all this is a far and sophisticated, entirely gallery-credible cry from simply painting scenes.

At the farther end, Matthew Tickle, a sculptor (supported by the Henry Moore Foundation), is showing a single work, a site-specific installation as the jargon has it, of three elements: a mirror, a triangle of grey paving filling the corner of the room, and a large amorphous object made of plywood. This last derives from one of the negative architectural spaces that Tickle finds intriguing and chooses to fill up, in this case a spot to one side of the front steps of the Royal Observatory at Greenwich, the mirror was hung on the other side. The untreated surface has weath-



Cindy Sherman never titles her self-portraits but numbers them: this one is #183 (1988)

ered in the open air, become faded and discoloured, loosed in its joints and honoured by the birds. Such modifications are accepted as signs of the object's history and the passage of time. The protruding plane of paving in the corner, as it were one side of a young pyramid, simply refers to a piece of masonry on the underside of Waterloo Bridge, mimical with tramps and litter.

So – a now-vacant space at Greenwich to ponder, and an aspect of Waterloo Bridge history unmarked, with a mirror set "to establish the viewer's position within this extended temporal framework", as the pamphlet puts it. "The introduction of the slab-work corner comments upon the status of the wooden object and the location for which it was designed now that it has been removed."

Does it really? Is sculpture merely a vehicle of comment upon status? Must we be told such things? Are we any the wiser? As gratuitous and arbitrary impositions, these things of Tickle's command certain if limited interest, if only because they seem so pointless. For myself I am almost disappointed to discover that they are not.

Directed to collections

FOR A single volume, the title of this book makes an impressive claim. Inevitably this turns out to be dust-jacket hyperbole. The *Art Atlas* has no truck with the applied arts, and deals with only two branches of the fine arts: painting and sculpture. It is a directory of museums, country houses and other institutions containing important or interesting collections of paintings. Three introductory chapters trace the history of fine art collecting in Britain from the time of Charles I and the Earl of Arundel, through the 18th century, when the English middle class filled their country houses with treasures from the Grand Tour, to the foundation of public gallery collections in the 19th and 20th centuries.

motivated by ostentation, connoisseurship, aesthetic sensibility and the humanistic spirit of enquiry. The history of collecting is also the history of patronage and taste, and these introductory chapters make a respectable, if rambling, attempt to outline the process by which private and public collections were shaped.

The concept of public museums and galleries is rooted in the 18th century Enlightenment, with its desire to organise and share knowledge, and its belief in the efficacy of the arts to achieve moral improvement and civic virtue. Even though these high ideals were somewhat shaken in the 19th

THE ART ATLAS OF GREAT BRITAIN AND IRELAND
edited by Bruce Arnold
Viking/The National Trust £25, 49p pages

century, the Victorian benefactors of our museums were nevertheless inspired by the prospect of a roundly educated populace.

The formation of our national collections was often a haphazard affair, depending on the determination of benefactors to overcome the apathy or even hostility of the state. Governments were frequently

grudging in matching the generosity of individuals, with one or two notable statesmen protesting against any expenditure of public monies – a form of myopia still with us today.

The reference section of the *Art Atlas* divides Britain and Ireland into geographical areas, within which the entries on individual museums and houses are listed alphabetically. There are a number of anomalies concerning the relative coverage given to the collections described: it is surprising that the collections at the National Gallery and the Victoria and Albert Museum are described in greater detail than the Courtauld Institute's. Nevertheless, all the entries cover

the ground even if there are peculiarities of emphasis.

The book is well presented and contains much useful information. However, the use of English is neither apt nor concise. "But in no sense have they survived" is hardly the language of a reference book. It may be that the *Art Atlas* was edited sparingly in order that it should be a "good read" as well as a reference book; it is possible that these aims are incompatible.

The principal virtue of the *Art Atlas* is the *Shell Guide* to the Great Paintings of England which, whilst not covering Scotland and Ireland, is a succinct and efficient companion. I suggest that potential purchasers examine both to see which suits them best.

Richard Newbury

To the heart of Giselle

I HOLD no brief for English National Ballet's *Giselle* – it looks like singularity of vision, but it is not. Romantic Ballet – but on Thursday at the Festival Hall it earned its keep as a frame for two exceptional readings. The Kirov's Yelena Pankova is in the great interpretive tradition as *Giselle*, her every movement and feeling part of a long historical and artistic process that has shaped the old ballet and its performers in Petersburg since Grisi and Elslar danced it there.

This is no mere matter of theatrical piety, but a still vital fact in understanding her view of the role. The tender, vulnerable girl we first see is predestined to be a will. Early on there are hints of her fate: an upward gaze that sees some haunting vision, and when Berthe recounts the will legend, *Giselle's* stillness shows that she has withdrawn into herself, already conscious that this must be her destiny. With the discovery of Albrecht's sword, she knows what must come next, and her mad-come is a gentle, piteous flight to her death. To sustain this, Pankova's dancing is, like her characterisation, pure, honest, utterly sure in effects and in lucid felicity and lightness of style.

She has the additional benefit of a very fine Albrecht in Thomas Edur. Still young, this

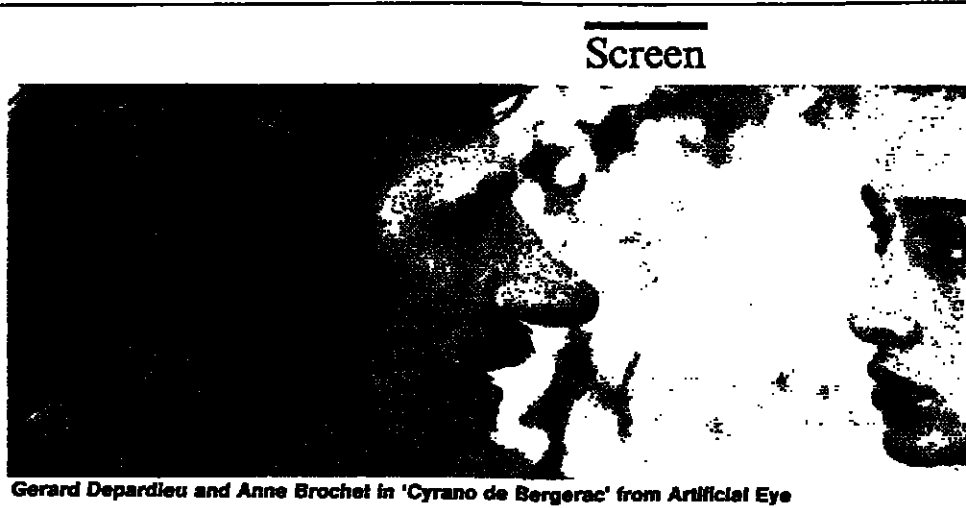
Estonian dancer is an aristocrat in temperament and technique. His view of the character is blessedly simple, imaginative in drama, elegant in expression. His dancing is light, well-rounded in its skills, and of unfailing grace: he moves, as does Pankova, from the parlance of gesture into the aria of movement with generous phrasing and an understanding of the dance-melody that is a constant pleasure. And he is an excellent, self-facing partner (in the great Anton Dolin model).

The Pankova/Edur first act could serve as a text-book example of nobility of means triumphing over an indifferent staging. Their forest scene was all poetry, despite the thrust of McGonagall's verbiage which surrounded them. Pankova's will *Giselle* is the incarnation of compassion – the clear brow, the intense gaze, tell as much as the vaporous poses and the feathery wings, of forgiveness and enduring love. Edur conveys, with a classicist's discretion, the terrors and remorse that fire Albrecht's dances. Movement is clear, harmonious, large in scale and always expressive: we sense the true power of ballet Romanticism in his and Pankova's interpretations. To both, most grateful thanks, not least for reminding us that *Giselle* is a masterpiece, under circumstances that make it look like a parody of itself.

Clement Crisp

Chess No 884: 1 Qg6 exf5 2 Qa6, or N any 2 Rc5, or Bb5 2 R4, or Kxd3 2 Rc5.

An Afternoon of Pops at Studio 100
Wendy's Great Pops. Followed by an open air evening concert with PLACIDO DOMINGO
Also featuring JULIA MCKENZIE with the LSO conducted by EUGENE KOHN
Saturday 12th September
071-793 1000 (No BSO line)
071-631 4920 Private Enclosures.



Gerard Depardieu and Anne Brochet in 'Cyrano de Bergerac' from Artistic Eye

Foreign treasure hits the shelves

FEW PEOPLE know that the *Cinderella* story was invented as an early-warning parable of the video age. Long dominated by her ugly sisters' violence and vulgarity, art spent the formative years of the VCR epoch sweeping the hearth and not being invited to ball.

Some video companies tried and still try to rescue the poor girl with magic wands: notably, in Britain, Palace and Connoisseur. But now – rejoice! – the best-equipped fairy godmother of all has arrived. Artificial Eye, which runs the Lumiere and other London art cinemas, has gone video. Its first release slate boasts a fistful of fine foreign films – *Trop Belle Pour Toi*, *Les Amants de My Table*, *L'Atlantide* and *Cyrano de Bergerac* – and the riches promised later include Losey's *Don Giovanni* and Bergman's *Fanny and Alexander*.

Better still, the company provides first-class technological transport to the art-movie ball. Correct film ratios (no lopped wide screens); electronic sub-

titling; top TV-graded colour prints for copying from. As if spurred to rival excellence – but please credit them with pioneering the field in the beginning – Palace and Connoisseur offer an August of foreign treasures. Palace's *Werner Herzog Collection* is an eight-pack from the eccentric Bavarian director including his crazed-conquistador masterpiece *Aguirre*, *Wrath of the Gods* (But relish also the misty madness of *Heart of Glass* and the sandblown absurdity of *Even Dwarfs Started Small*). And Connoisseur combs Italy to bring us one Pasolini classic *Accattone* and two resplendent early Bertolucci, *Before the Revolution* and *The Spider's Stratagem*.

So much good news all at once. But those dabbling in a guilty affection for the ugly sisters can find them at work across the land. August offers the overblown *Am America* (Gullid), in which Mel Gibson battles the Vietnam with show-off stunt-work and self-destruct dialogue; *Rocky V* (Warner), in which

punch-drunk Stallone slugs again; or Roger Orman's *Frankenstein Unbound* (Warner), a folly without grandeur in which modern-day nuclear boffin John Hurt time-trips into Mary Shelley's monsterland.

Even in America, though, quality and individuality will sometimes out. No praise is too high for Barry Levinson's *Avalon* (RCA/Columbia) or the Coen brothers' *Miller's Crossing* (Fox). The first is a slice of enchanted childhood memory from the director of *Rain Man*; glided growing-pains in a Brooklyn that blends Woody Allen's *Radio Days* with Fellini's *Amarcord*. The second is a sardonic prohibition thriller – velvet visuals matching velvet dialogue – with Gabriel Byrne and Albert Finney bringing a British showman's ship to shotgun-happy Chicago.

Other thrills and bootleg chuckles are on offer this month. You can savour *Reveries of Fortune* (20: 20 Vision), with Jeremy Irons's Oscar-winning performance as murder suspect Claus Von Bulow: all

The 'Screw' through children's eyes

Richard Fairman visits the Harrogate Festival

WHILE OPERA North is taking its summer break, there is an opportunity for infiltrators in the area to step into the operatic limelight. The Harrogate Festival has taken the plunge this year with a production of Britten's *The Turn of the Screw* and determined to put the show together and fund it entirely from the festival's own resources.

This has involved an uncomfortably steep learning curve. For a start, Harrogate is not blessed with an opera house. The Royal Hall has a splendid auditorium, so riotously over-splashed with ornament as to bestow upon the place a class of its own, but it is not a venue for opera. There is no orchestra pit, which would worry most conductors, and the cavernous stage feels a very long way off from the audience.

Problems aplenty – most of them recognised, one suspects, but not really solved by the production. The first week with Stephen MacKell and designer Michael Spencer moved the acting area forwards so that the singers could be heard

more easily, but left themselves with a large, empty space and no money to fill it. Ideas, which cost nothing, were not found in sufficient quantity to compensate.

The single novelty of the production was to remind us that *The Turn of the Screw* is an opera which can be viewed through children's eyes. Scattered about the stage was a selection of nursery toys, including a doll's house and a miniature coach and horses, by which the changing locations of the story were cleverly represented. At one point little Miles knowingly placed a model of the devilish Peter Quint in position for the next scene, as though to suggest that the children were in some way manipulating events; but every that idea was not followed through.

The impression left by the performance would indeed have been disappointingly unbalanced, if the musical side had not been of such quality. With a firmer guiding hand in direction Jane Leslie MacKenzie should turn out to be a fine Governor. She has a gleaming lyric soprano voice

and has also found the right bearing for the role, all moral backbone, by which this Governor keeps a grip on her own sanity until the very last moments.

There was a well-differentiated pair of ghosts with Harry Nicoll's dapper Peter Quint cool and calculating, only too well aware of what he is doing, while Christine Bunning's fearfully sung Miss Jessel had reached the breaking point of desperation. Tamsin Oves made a believable Mrs Grose, Marianne Heggren was Flora, and Andrew Kennedy a Miles well trained in adult airs and graces, who sang with marvelous confidence.

That came, no doubt, from the excellent support on the musical side that the whole cast was getting. Jonathan Darlington led his small orchestra with complete command of the pace and sounds of Britten's score, which has never come across with more brilliance than it did in the open spaces of Harrogate's Royal Hall. One almost felt glad that there was no pit, if opera would always sound this good here.

Radio

Tuned in to Joyce

"WE HAD to leave out a good deal," said the *Kaleidoscope* introduction to James Joyce's *Ulysses*. Radio 4 is doing a 16-part adaptation, at 11.30 pm four days a week for a month. John Scotney has edited the text. Peter Kavanagh is the director. The first week with Stephen MacKell and designer Michael Spencer moved the acting area forwards so that the singers could be heard

The BBC wasn't going to take us by surprise. On Monday, *Kaleidoscope* (at 4.30 and at 9.15) gave a short preview with a word from the director. At eleven o'clock, *Turning in to Mr Joyce* gave six writers, mostly Irish, their chance to say what they thought of the book. I doubt if they were much help – A.S. Byatt reckoned the words were best read aloud while John Banville insisted we must watch the type and Martin Amis came down on both sides. They all gave Dedalus a long "e". Before the excellent reading by Stephen Rea began, there was a brief introduction by Seamus Heaney (using a short "e"). Nothing important has been left out so far.

Vowel-sound is also the point of the title *You Say Potato*. The song ran "You say potato, I say potato," but only for the varied rhythms with "potato". It summarised the difference between the British and Americans, and this is what the programme did (Radio 4, Thursday). It was

in fact a cabaret put together by David Benedictus for BBC Radio Drama to play at the Festival of Britain, Orange County, California. Our side fielded Martin Jarvis, Joanna Lumley and Prunella Scales; they had Madeline Kahn, Hector Elizondo and Paul Winfield; and the sinners were Tom Garvin (at the piano) and Sam Wanamaker. We had an unfair advantage, we could play Shakespeare, Betjeman, Kipling, Wilde et hoc genus omnes.

America did pretty well with Steinbeck on California, Lillian Hellman on another kind of California, Ogden Nash on the English, Martin Luther King's dream. Well, it was they that won the War of Independence – though the dramatic battle between actors Macready (UK) and Forrest (US) ended with 22 American fatalities to nil. I reckoned that the programme made the British savager than the Americans, though the Americans were rather savage to themselves; but after all, it was only a friendly, and a pleasant hint was heard from James.

Then Lillian Hellman's kind of California in Scott Fitzgerald's stories, *Put Hobbs's Hollywood* (Radio 3, one last Monday, one next), amusingly read by Ed Bishop. The Americans and we laugh happily about each other – but who, now, has ever laughed at the British besides Orson Wells? In Thursday's Prom interval (Radio 3) we had a

light-hearted talk on Switzerland by Christopher Hope, *No Pay, No Swiss*, but it was more admiring than mocking. The title quotes an old saying about the mercenaries that the Swiss provided, at a price, to other nations, though Switzerland hasn't been at war for centuries. Yes, they maintain powerful forces, even though the troops, that is to say all fit men from 20 to 60, keep their weapons at home. Switzerland uses four languages, French, German, Italian, Romansh; but whatever he speaks, no one is strictly a Swiss national; only a citizen of his own canton or *Gemeinde*.

Before the feminists condemn that sentence, let them remember that in Switzerland women ditched their votes until 1971. Thursday was the 700th anniversary of Swiss independence. Anybody notice?

Radio 5 was giving readings all this week about Jennings and Darbshire, and only if you don't know who they are will you mind not having heard Jennings' poem. Anthony Buckridge's schoolboys, as imperishable as Billy Butner, are boarders at a prep school, as middle-class as Greyfriars and fashionably green. They are kept fairly busy in Stephen Fry's reading. Who cares, as long as they go on doing comic things?

B.A. Young

The Official London Theatre Guide

Supplied by the Society of Great Britain

ADRIAN, The Second (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000	ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130 43000
ALICE, The (1971) £36.75 Table: Charing Cross Road £11.25 T130			

TELEVISION

SATURDAY

BBC1

8.40 Open University. 7.30 Pinocchio. 7.50 Kibbly. 8.15 The 8.15 from Manchester. 11.00 Cartoon.

11.05 Film: Peter No-Tail. Full-length cartoon from Sweden (1981).

12.27 Weather.

12.30 Grandstand introduced by Bob Wilson. Including 12.35 Motorcycling from Cadwell Park. Action from the fourth round of the ACU British Championship. 1.00 News. 1.05 Motorcycling. More action from the fourth round. 1.25 Judo from Barcelona. The World Championships. 1.55 Racing from Goodwood. Including at 2.00 The Vodafone Maiden Stakes. 2.10 The British Touring Car Championship. Rounds seven and eight from Silverstone and Donington. 2.25 Racing. Including at 2.30 The Rascal Championship. 2.35 The British Touring Car Championship. More action from Silverstone and Donington. 3.05 Racing. Including at 3.10 The Vodafone Nassau Stakes. 3.15 Showjumping from Hickstead. The Silk Cut Speed Derby. 4.00 Swimming from Leeds. The National Championships. Times subject to change.

5.05 News. Weather.

5.15 Regional News and Sport.

5.20 State of the Nation. Tony Robinson looks at the cartoon of the 1990s.

5.45 The Flying Doctors.

6.30 Roy's Raiders.

6.40 Columbo with Peter Falk and William Shatner.

6.50 News and Sport. Weather.

7.00 Casualty. Julian's efforts to save an elderly woman's life are not appreciated. Jimmy runs into a drugs problem with his girlfriend Andrea. With Derek Thompson, Brenda Fricker and Cathy Shipton.

9.55 Film: Spies, Lies and Naked Ambush. Comedy. Starring Harry Anderson, Ed Begley Jr and Wendy Crewson (TVM 1988).

11.20 Paramount City. Curly and Lammie preside over the last programme in the series. Tommy Coddles in his regular slot. John Hargreaves with some poetry and David Bowie with a few songs.

12.00 The Curse of the Werewolf. Hammer horror starring Oliver Reed, Clifford Evans and Yvonne Romain (1960).

1.30 Weather.

1.35 Close.

BBC2

8.50 Open University.

2.45 Mahabharat. (English subtitles).

2.55 The Sky at Night. Soviet Space Astronomy. Patrick Moore visits Ballinor, the remote rocket ground where all important Soviet missiles begin and talks to leading Russian astronomer Professor Alexander Boyarchuk.

3.45 Under Sail. The Great Mail Race. Modern sailors re-live the times when the mail was transported by open boat.

4.05 Film: Rainforests. American Civil War drama about John Shannessy and the two women in his life - his childhood sweetheart and the beautiful Southern belle who was his only love.

4.15 The Shadow. Danish and British hospital cleaners visit each other's workplaces to compare their working lives. The two, both active trade unionists, experience initial culture shock but emerge with plans to form international links between their unions.

7.15 News and Sport. Weather.

7.30 Live from the Proms. Walton's Viola Concerto and Shostakovich's Seventh Symphony feature in this live concert.

7.45 The Shadow. Danish and British hospital cleaners visit each other's workplaces to compare their working lives. The two, both active trade unionists, experience initial culture shock but emerge with plans to form international links between their unions.

9.45 Alan Clarke Season. Road. An ordinary evening becomes decidedly extraordinary when Carol and Louise pick up two strange lads for a little excitement. Starring Jane Horrocks and Mollie Smith with Neil Dudgeon, William Armstrong and Susan Brown.

10.50 Soul by the Sea. Highlights of the four days of concerts in Montego Bay, Jamaica, which celebrated 30 years of the Motown record company. With Stevie Wonder, The Temptations, Ziggy Marley, Johnny Gill, Gerald Alston and Third World.

12.25 Close.

LWT

8.00 TV-am. 8.25 Ghost Train. 11.30 A Boogie Called Derek. 12.00 The ITV Chart Show.

1.00 ITN News. Weather.

1.05 LWT News. Weather.

1.10 International Yacht Racing. Live sporting action from West Cowes in the Champagne Mumm Admiral's Cup. Presented by Gareth Evans and Penny Silvester.

1.40 Spectacular Sportsloopers and Fab Fools.

1.45 International Football Championship. Featuring the Makita International Tournament. Arsenal v Panathinaikos and West Ham v Sampdoria. Introduced from Highbury by Jim Rosenthal, with commentary by Brian Moore, Alan Parry and Ian St John.

5.00 ITN News. Weather.

5.05 LWT News. Weather.

5.15 Cartoon Time.

5.30 Film: Splash. Romantic fantasy. Starring Tom Hanks, Daryl Hannah, John Candy and Eugene Levy (1994).

7.30 The Two of Us starring Nicholas Lyndhurst, Janet Dibley and Tenniel Evans.

8.00 Film: Ruth Rendell Mystery Movie: The Best Man to Die. Starring George Baker with Christopher Rees, Diane Keen, Tracie Bennett, Barbara Leigh-Hunt and Shiraz Taylor.

10.00 ITN News and Sport. Weather.

10.15 LWT News. Weather.

10.20 Richard Dignace is joined by Charlie Schmidt and the Silver Strings. Marc Conch and the vanguardist with difference. Brian Lovering and Percy.

10.50 Film: Martin's Day. Premiere of a drama starring Richard Harris, Karen Black, Lindsay Wagner and James Coburn (1985). ITN News Headlines.

12.40 Bhanga Festival '91. The biggest event of Bhanga music in the UK features top Asian acts, recorded last month at London's Town and Country Club. ITN News Headlines.

3.40 Wrestling.

4.40 The Hit Man and Her

CHANNEL4

8.00 Early Morning. 8.25 Sing and Swing. 8.30 A Century of Childhood. 10.00 Chart Out. 10.30 Wagon Train. 11.30 Australian Rules Football. 12.30 pm The Munsie.

1.05 Film: Flight Command. World War Two drama starring Robert Taylor with Ruth Hussey, Walter Pidgeon and Sheppard Strudwick (1940).

3.15 Channel 4 Racing from Newmarket. Including the 3.20 EBF Pegasus Maiden Stakes. 3.50 People-Sporting Life Championship. 3-year-old Handicap Stakes. 4.20 Coleman of Norwich Stakes (Nursery) (Cap) and the 4.50 Exeter Stakes. Introduced by Derek Thompson with race commentary by Graham Goode.

5.10 Brookside.

6.30 And It Wasn't a Dream. A look at the British alternative to American rap springing up in the north-east of England, featuring Manchester's political rap-group, the Ruffless Rap Assassins.

7.00 The World This Week. Nik Gowing and Sheena McDonald present a mix of up-to-the-minute news and views from around the world.

8.00 Kingdoms of the East. The Wonderful Kangaroo gives a glimpse into life in the bouncy creature's world. Smaller than a little finger at the big red kangaroo grows to a height of more than six feet as an adult.

9.00 Film: La Follie. Continuing the season of films directed by Louis Malle. Starring Maurice Ronet, Jeanne Moreau and Alexander Stewart (1963).

11.00 As It Happens. New series. Peter McCarthy visits Las Vegas, its distinctive gambling casinos, hotels and wedding chapels. Who runs the place? Who wins and loses? Who has a Jacuzzi in their limousine.

12.35 Manhattan Cabs.

1.30 The Oprah Winfrey Show. I Caught My Daughter's Rapist.

2.10 Close.

REGIONS

ITV REGIONS AS LONDON EXCEPT AT THE FOLLOWING TIMES:

ANGLIA: 1.05 Anglia News. 1.10 National Aerobic Championships. 1.40 The Ultimate Survivor. 2.30 Those Magnificent Men in Their Flying Machines. 3.05 Anglia News and Sport. 10.50 The Double Man (1987).

CENTRAL: 1.05 Central News. 1.10 World Sport Special. 1.40 You Know What Sallors Are. 2.30 Tommy the Toreador. 3.05 Central News. 10.50 Still Crazy Like a Fox.

GRANADA: 1.05 Diary Dates. 1.40 Soccer in the 70's. 2.10 The Life and Times of Grizzly Adams. 2.30 Crooks and Coronets. 3.05 Granada News. 10.50 Letting Go. (TVM 1985).

ITV1: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV2: 1.05 ITV News. 1.10 NB - Don't Sit Down. 1.40 The Spectacular World of Guinness Records. 2.35 The Munsie Today. 3.35 Desperate Housewives. 4.05 Scotland Today. 7.50.

ITV3: 1.05 ITV News. 1.10 The South West Week. 2.10 McCloud. 2.35 ITV News. 10.50 Letting Go. (TVM 1985).

ITV4: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV5: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV6: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV7: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV8: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV9: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV10: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

SUNDAY

BBC1

8.45 Open University. 8.50 Interval. 9.55 Playdays. 8.15 Movable Feast. 8.30 This is the Day. 10.00 Film: Sord of Sherwood Forest starring Richard Gere, Michael Caine and Richard Gere. 11.15 Peasebloss Kingdom.

12.05 Sign Extra.

12.30 Country File.

1.00 News. Speaking Volumes. Writers Andrew Davies, Frederic Lindsay and Maggie Gee join PD James to review Melvyn Bragg's A Time to Dance; Graham Greene's The Last Word and Other Stories; and Ann Oakley's Matilda's Mistake.

1.45 Betty Boop Triple Bill.

2.00 Enders (Omnibus edition).

2.00 Dallas.

3.45 Film: Rio Lobo. Western. Starring John Wayne, Jack Elam and Jennifer O'Neill (1970). Directed by Howard Hawks.

5.35 Cartoon. Two Little Pups.

5.45 Safari UK - The Living Isles. Island Water: Julian Pettifer takes an underwater voyage of exploration around the seas that surround the British Isles.

6.25 News and Weather.

6.40 Titchmarsh's Travels. This week's pilgrimage takes Alan Titchmarsh to the Norfolk village of Walsingham where a 12th century widow believed she was instructed by the Virgin Mary to build a replica of her Nazareth home.

7.15 Butterflies.

7.45 Around the World in 80 Days. After eight days on a 1,300 mile show, a week and scruffy Michael Palin finally reaches India, one week behind schedule.

8.35 For Those I Loved.

10.10 News and Weather.

10.25 Everyman. Looking at the lives of members of the Kensington Temple congregation, born-again Christians with strong beliefs about divorce, pre-marital sex, abortion and homosexuality.

11.05 The Days and Nights of Molly Dodd.

11.30 When in Germany. Jeff Cook and Erika Neukirchen explore the city of Munich.

12.00 Mahabharat. (English subtitles).

12.40 Weather.

12.45 Close.

BBC2

8.55 Open University. 12.00 The Power of Music. 1.00 pm Curriculum and Learning.

1.25 Sunday Grandstand introduced by Steve Rider. Including 1.30 Motorcycling from Donington. The British Grand Prix. With commentary by Murray Walker, Barry Nutter and Roger Burnett. 3.35 Showjumping from Hickstead. The Silk Cut Derby. Top riders and their horses face the challenge of the Derby Bank and Devil's Dyke. 5.15 Swimming from London. The Olympic National Championships. With commentary by Hamilton Bland and Andy Jameson. 6.00 Motorcycling from Donington. More action from the British Grand Prix.

6.30 One Man and His Dog. The International Sheepdog Championship. Phil Drabble introduces the handlers and their dogs from the slopes above Braitwaite Lake in Cumbria.

7.15 Wildlife Classics: The Natural World. The Great Rift Part One - Footprints in the Valley. Examining the greatest rapture on the Earth's crust - Africa's Great Rift Valley, a 4,500-mile-long gash starting in Lebanon and ending in the Mozambique Channel.

8.10 Redemption Song. Following Fidel. Stuart Hall discovers that love on the state is a way of life in Fidel Castro's Cuba. But behind the rhetoric the links with Uncle Sam remain.

9.00 John Sessions' Tall Tales. The Glory and the Dream: a one-man play written and performed by John Sessions and recorded at the Half Moon Theatre. Two American tourists anticipate their visit to Shakespeare's birthplace.

9.35 British Motorcycling Grand Prix Highlights. The pick of the day's action from Donington. With commentary by Murray Walker, Barry Nutter and Roger Burnett.

10.10 Film: Manhunter. A stylish thriller based on a novel by Tom Harris, author of Silence of the Lambs. Starring William Batty, Kim Greist, Jean Allen and Brian Cox as Hannibal Lecter (1986).

12.10 Close.

LWT

8.00 TV-am. 8.25 Fairy Tales. 10.45 Link. 11.00 Morning World. 12.00 An Invitation to Remember with Sir Anthony Quayle. 12.25 pm Way of the Ladies. 12.35 LWT News.

1.00 ITN News. Weather.

1.05 LWT News. Weather.

1.10 The World This Week. How people survive on state benefits. What effect the Government changes have on the poor?

1.40 World Sport Special.

2.10 The Big Valley.

3.10 International Football Championship. Featuring the Makita International Tournament. Introduced from Highbury by Jim Rosenthal, with commentary by Brian Moore, Alan Parry and Ian St John.

5.35 City Safari. Of Cats and Seagulls, narrated by Gavin Weightman.

6.05 ITN News. Weather.

6.10 LWT News and Weather.

6.15 Faith in the Future.

7.15 Watching.

7.45 Great Expectations. Pip (Anthony Calf) moves to London under the watchful eye of Miss Havisham's lawyer, Mr Jaggers, and is escorted to the lodgings which he is to share with Herbert Pocket. With Jean Simmons, Anthony Hopkins and Ray McAnally.

8.45 ITN News. Weather.

9.00 LWT News. Weather.

9.05 Michael Winner's True Crimes. The film director examines a case which gripped the country during the spring of 1989 when a blackmailer was imploring razor blades and caustic soda in jars of Heinz baby food - part of a plot to get the giant company to pay him ransom money.

9.25 The Dame Edna Experience. With Tony Curtis, Christian Bernard and Grace Jones.

10.25 Sex Man. The River Thames. Roads and the River. The battle between watermen and road builders, starting with Tower Bridge - the classic solution to the conflict between road and river traffic.

11.25 The ITV Chart Show.

12.25 News Music. ITN News Headlines.

1.25 Hodson Confidential. Philip Hodson discusses prostitution and tolerance.

1.55 Police Precinct.

2.55 Film: A Ball for Adano. Comedy. Starring Gene Tierney (1945).

4.50 Spectacular Sportsloopers and Fab Fools.

CHANNEL4

8.00 Early Morning. 8.25 The Sword of the Sultan. (English subtitles). 10.00 Dispatches. 10.45 Dennis. 11.00 The Beverly Hills. 11.30 The Lone Ranger. 12.00 The Whelms.

1.00 Voyage to the Bottom of the Sea.

2.00 Film: All This and Heaven Too. Period drama. Starring Bette Davis and Charles Boyer (1940).

4.35 L'Ecole Des Facieuses.

4.55 News Summary and Weather.

5.00 Family Pride.

5.30 Whincannon Classic '91. The World Cup. Two hundred of the world's professional cyclists compete in Britain's top single day cycle race, over 145 miles, starting and finishing in front of Brighton's Royal Pavilion.

6.30 The Cosby Show.

7.00 Fragile Earth. To Kill a Whale. Each year, hundreds of pilot whales are slaughtered on the beaches of the Faroe Islands as food for the islanders.

8.00 By Herself: Sophie. Joan Plowright stars in the first of four dramas concentrating on older women.

8.30 Diary of a Modern Country Parson. A woman in the life of the Rev Nicholas Martin, rector of five parishes in Norfolk. How does the life of a modern country parson compare to that of his predecessors in the 17th and 18th centuries?

9.30 Go Fishing.

10.00 Film: Distant Voices. Still Lives. Terence Davies' acclaimed drama in two parts which tells the story of a Liverpool family at the close of the fifties. It portrays the culture of a small community united by events as devastating as war and as seemingly trivial as an evening sing-song in a pub. Starring Freds Dowd (1988).

11.40 The Street. The further adventures of four police officers in Newark, New Jersey, who share car shifts on their respective eight-hour shifts.

12.05 Fathers and Sons.

2.30 Close.

REGIONS

ITV REGIONS AS LONDON EXCEPT AT THE FOLLOWING TIMES:

ANGLIA: 1.05 Anglia News. 1.10 National Aerobic Championships. 1.40 The Ultimate Survivor. 2.30 Those Magnificent Men in Their Flying Machines. 3.05 Anglia News and Sport. 10.50 The Double Man (1987).

CENTRAL: 1.05 Central News. 1.10 World Sport Special. 1.40 You Know What Sallors Are. 2.30 Tommy the Toreador. 3.05 Central News. 10.50 Still Crazy Like a Fox.

GRANADA: 1.05 Diary Dates. 1.40 Soccer in the 70's. 2.10 The Life and Times of Grizzly Adams. 2.30 Crooks and Coronets. 3.05 Granada News. 10.50 Letting Go. (TVM 1985).

ITV1: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV2: 1.05 ITV News. 1.10 NB - Don't Sit Down. 1.40 The Spectacular World of Guinness Records. 2.35 The Munsie Today. 3.35 Desperate Housewives. 4.05 Scotland Today. 7.50.

ITV3: 1.05 ITV News. 1.10 The South West Week. 2.10 McCloud. 2.35 ITV News. 10.50 Letting Go. (TVM 1985).

ITV4: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV5: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV6: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV7: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV8: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV9: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

ITV10: 1.05 ITV News. 1.10 World Sport Special. 1.40 Brock Rogers in the 25th Century. (1979) 3.30 National Aerobic Championships. 4.00 International Football. 5.05 ITV News. 10.50 Martin's Day. (1985).

BBC RADIO 2

8.00 Graham Knight. 8.05 Ronnie Hilton. 8.50 Brian Robinson. 12.00 Gerald Harper. 1.30 Bob Holmes. Requests the Pleasure. 2.00 Stewart. 4.30 Raymond Froggatt in Concert. 5.00 Cinema 2. 5.30 The Movie. 6.00 Bob Shiffeld. 7.00 The AB Seaside Quiz. 7.30 Things are Swinging. 8.30 Gary Doole. 10.00 The Arts Programme. 12.05 Brian Matthews. 12.30 Night Ride. 3.00 A Little Night Music. 4.00 David Allen.

BBC RADIO 3

8.25 (FM) Open University. 8.25 Weather and News Headlines. 7.00 Morning Concert. 8.20 News. 8.25 William Wall Ensemble. 8.30 Record Release. 11.30 Chamber Music from Birmingham. 12.20 Table Talk. 1.00 News. 1.05 Montserrat Caballe. 3.30 Russian Folk Music. 4.05 BBC Symphony Orchestra. 5.00 Jazz Record Requests. 5.45 Mozart on Record. 6.45 William Wall Ensemble. 7.30 Proms 1991. 8.05 Snapshots for Ever. 10.00 Kullback Chorus. 11.20 Summer Music Society of Dorset. 12.00 Close.

BBC RADIO 4

8.00 News. 8.05 Farming Week. 8.15 The Moral Maze. 8.25 Weather. 8.30 Today. 8.35 World. 9.00 News. 9.05 Sport on 4. 9.30 Breakfast. 10.00 News. 10.05 News. 10.10 News. 10.15 News. 10.20 News. 10.25 News. 10.30 News. 10.35 News. 10.40 News. 10.45 News. 10.50 News. 10.55 News. 11.00 News. 11.05 News. 11.10 News. 11.15 News. 11.20 News. 11.25 News. 11.30 News. 11.35 News. 11.40 News. 11.45 News. 11.50 News. 11.55 News. 12.00 News. 12.05 News. 12.10 News. 12.15 News. 12.20 News. 12.25 News. 12.30 News. 12.35 News. 12.40 News. 12.45 News. 12.50 News. 12.55 News. 1.00 News. 1.05 News. 1.10 News. 1.15 News. 1.20 News. 1.25 News. 1.30 News. 1.35 News. 1.40 News. 1.45 News. 1.50 News. 1.55 News. 2.00 News. 2.05 News. 2.10 News. 2.15 News. 2.20 News. 2.25 News. 2.30 News. 2.35 News. 2.40 News. 2.45 News. 2.50 News. 2.55 News. 3.00 News. 3.05 News. 3.10 News. 3.15 News. 3.20 News. 3.25 News. 3.30 News. 3.35 News. 3.40 News. 3.45 News. 3.50 News. 3.55 News. 4.00 News. 4.05 News. 4.10 News. 4.15 News. 4.20 News. 4.25 News. 4.30 News. 4.35 News. 4.40 News. 4.45 News. 4.50 News. 4.55 News. 5.00 News. 5.05 News. 5.10 News. 5.15 News. 5.20 News. 5.25 News. 5.30 News. 5.35 News. 5.40 News. 5.45 News. 5.50 News. 5.55 News. 6.00 News. 6.05 News. 6.10 News. 6.15 News. 6.20 News. 6.25 News. 6.30 News. 6.35 News. 6.40 News. 6.45 News. 6.50 News. 6.55 News. 7.00 News. 7.05 News. 7.10 News. 7.15 News. 7.20 News. 7.25 News. 7.30 News. 7.35 News. 7.40 News. 7.45 News. 7.50 News. 7.55 News. 8.00 News. 8.05 News. 8.10 News. 8.15 News. 8.20 News. 8.25 News. 8.30 News. 8.35 News. 8.40 News. 8.45 News. 8.50 News. 8.55 News. 9.00 News. 9.05 News. 9.10 News. 9.15 News. 9.20 News. 9.25 News. 9.30 News. 9.35 News. 9.40 News. 9.45 News. 9.50 News. 9.55 News. 10.00 News. 10.05 News. 10.10 News. 10.15 News. 10.20 News. 10.25 News. 10.30 News. 10.35 News. 10.40 News. 10.45 News. 10.50 News. 10.55 News. 11.00 News. 11.05 News. 11.10 News. 11.15 News. 11.20 News. 11.25 News. 11.30 News. 11.35 News. 11.40 News. 11.45 News. 11.50 News. 11.55 News. 12.00 News. 12.05 News. 12.10 News. 12.15 News. 12.20 News. 12.25 News. 12.30 News. 12.35 News. 12.40 News. 12.45 News. 12.50 News. 12.55 News. 1.00 News. 1.05 News. 1.10 News. 1.15 News. 1.20 News. 1.25 News. 1.30 News. 1.35 News. 1.40 News. 1.45 News. 1.50 News. 1.55 News. 2.00 News. 2.05 News. 2.10 News. 2.15 News. 2.20 News. 2.25 News. 2.30 News. 2.35 News. 2.40 News. 2.45 News. 2.50 News. 2.55 News. 3.00 News. 3.05 News. 3.10 News. 3.15 News. 3.20 News. 3.25 News. 3.30 News. 3.35 News. 3.40 News. 3.45 News. 3.50 News. 3.55 News. 4.00 News. 4.05 News. 4.10 News. 4.15 News. 4.20 News. 4.25 News. 4.30 News. 4.35 News. 4.40 News. 4.45 News. 4.50 News. 4.55 News. 5.00 News. 5.05 News. 5.10 News. 5.15 News. 5.20 News. 5.25 News. 5.30 News. 5.35 News. 5.40 News. 5.45 News. 5.50 News. 5.55 News. 6.00 News. 6.05 News. 6.10 News. 6.15 News. 6.20 News. 6.25 News. 6.30 News. 6.35 News. 6.40 News. 6.45 News. 6.50 News. 6.55 News. 7.00 News. 7.05 News. 7.10 News. 7.15 News. 7.20 News. 7.25 News. 7.30 News. 7.35 News. 7.40 News. 7.45 News. 7.50 News. 7.55 News. 8.00 News. 8.05 News. 8.10 News. 8.15 News. 8.20 News. 8.25 News. 8.30 News. 8.35 News. 8.40 News. 8.45 News. 8.50 News. 8.55 News. 9.00 News. 9.05 News. 9.10 News. 9.15 News. 9.20 News. 9.25 News. 9.30 News. 9.35 News. 9.40 News. 9.45 News. 9.50 News. 9.55 News. 10.00 News. 10.05 News. 10.10 News. 10.15 News. 10.20 News. 10.25 News. 10.30 News. 10.35 News. 10.40 News. 10.45 News. 10.50 News. 10.55 News. 11.00 News. 11.05 News. 11.10 News. 11.15 News. 11.20 News. 11.25 News. 11.30 News. 11.35 News. 11.40 News. 11.45 News. 11.50 News. 11.55 News. 12.00 News. 12.05 News. 12.10 News. 12.15 News. 12.20 News. 12.25 News. 12.30 News. 12.35 News. 12.40 News. 12.45 News. 12.50 News. 12.55 News. 1.00 News. 1.05 News. 1.10 News. 1.15 News. 1.20 News. 1.25 News. 1.30 News. 1.35 News. 1.40 News. 1.45 News. 1.50 News. 1.55 News. 2.00 News. 2.05 News. 2.10 News. 2.15 News. 2.20 News. 2.25 News. 2.30 News. 2.35 News. 2.40 News. 2.45 News. 2.50 News. 2.55 News. 3.00 News. 3.05 News. 3.10 News. 3.15 News. 3.20 News. 3.25 News. 3.30 News. 3.35 News. 3.40 News. 3.45 News. 3.50 News. 3.55 News. 4.00 News. 4.05 News. 4.10 News. 4.15 News. 4.20 News. 4.25 News. 4.30 News. 4.35 News. 4.40 News. 4.45 News. 4.50 News. 4.55 News. 5.00 News. 5.05 News. 5.10 News. 5.15 News. 5.20 News. 5.25 News. 5.30 News. 5.35 News. 5.40 News. 5.45 News. 5.50 News. 5.55 News. 6.00 News. 6.05 News. 6.10 News. 6.15 News. 6.20 News. 6.25 News. 6.30 News. 6.35 News. 6.40 News. 6.45 News. 6.50 News. 6.55 News. 7.00 News. 7.05 News. 7.10 News. 7.15 News. 7.20 News. 7.25 News. 7.30 News. 7.35 News. 7.40 News. 7.45 News. 7.50 News. 7.55 News. 8.00 News. 8.05 News. 8.10 News. 8.15 News. 8.20 News. 8.25 News. 8.30 News. 8.35 News. 8.40 News. 8.45 News. 8.50 News. 8.55 News. 9.00 News. 9.05 News. 9.10 News. 9.15 News. 9.20 News. 9.25 News. 9.30 News. 9.35 News. 9.40 News. 9.45 News. 9.50 News. 9.55 News. 10.00 News. 10.05 News. 10.10 News. 10.15 News. 10.20 News. 10.25 News. 10.30 News. 10.35 News. 10.40 News. 10.45 News. 10.50 News. 10.55 News. 11.00 News. 11.05 News. 11.10 News. 11.15 News. 11.20 News. 11.25 News. 11.30 News. 11.35 News. 11.40 News. 11.45 News. 11.50 News. 11.55 News. 12.00 News. 12.05 News. 12.10 News. 12.15 News. 12.20 News. 12.25 News. 12.30 News. 12.35 News. 12.40 News. 12.45 News. 12.50 News. 12.55 News. 1.00 News. 1.05 News. 1.10 News. 1.15 News. 1.20 News. 1.25 News. 1.30 News. 1.35 News. 1.40 News. 1.45 News. 1.50 News. 1.55 News. 2.00 News. 2.05 News. 2.10 News. 2.15 News. 2.20 News. 2.25 News. 2.30 News. 2.35 News. 2.40 News. 2.45 News. 2.50 News. 2.55 News. 3.00 News. 3.05 News. 3.10 News. 3.15 News. 3.20 News. 3.25 News. 3.30 News. 3.35 News. 3.40 News. 3.45 News. 3.50 News. 3.55 News. 4.00 News. 4.05 News. 4.10 News. 4.15 News. 4.20 News. 4.25 News. 4.30 News. 4.35 News. 4.40 News. 4.45 News. 4.50 News. 4.55 News. 5.00 News. 5.05 News. 5.10 News. 5.15 News. 5.20 News. 5.25 News. 5.30 News. 5.35 News. 5.40 News. 5.45 News. 5.50 News. 5.55 News. 6.00 News. 6.05 News. 6.10 News. 6.15 News. 6.20 News. 6.25 News. 6.30 News. 6.35 News. 6.40 News. 6.45 News. 6.50 News. 6.55 News. 7.00 News. 7.05 News. 7.10 News. 7.15 News. 7.20 News. 7.25 News. 7.30 News. 7.35 News. 7.40 News. 7.45 News. 7.50 News. 7.55 News. 8.00 News. 8.05 News. 8.10 News. 8.15 News. 8.20 News. 8.25 News. 8.30 News. 8.35 News. 8.40 News. 8.45 News. 8.50 News. 8.55 News. 9.00 News. 9.05 News. 9.10 News. 9.15 News. 9.20 News. 9.25 News. 9.30 News. 9.35 News. 9.40 News. 9.45 News. 9.50 News. 9.55 News. 10.00 News. 10.05 News. 10.10 News. 10.15 News. 10.20 News. 10.25 News. 10.30 News. 10.35 News. 10.40 News. 10.45 News.

FIELD SPORTS



"Is it?", replied the fox with a leer. "We're all animals. What makes men so special? Men used to claim to have souls and said that

A high-contrast, black and white close-up of a wolf's face. The wolf's mouth is open, revealing sharp, white teeth and a dark tongue. Its eyes are visible, and the fur is detailed with fine lines and shadows. The background is dark and textured.

On the run: "I suppose I would think it rattlin' good sport if I didn't know what the end was. Have you seen one of your own torn to shreds?"

Private View

Going to ground for a brush with the fox

Christian Tyler unearthed one of the most wanted characters in the countryside. In an exclusive interview Reynard gives his side of the story for the first time

wrong to make animals suffer."
You're not so principled when it comes to things like chickens, I ventured. If it's wrong for us to hunt

"You don't kill other men just because they're morally backward, do you? Well, you do, but you know

I felt the fox was forcing me into too narrow a track. I protested that even if killing animals were morally wrong, none of the so-called blood sports was in the end about killing at all. Hunting was not particularly inhumane and the death of beasts and birds was a side-effect.

Thanks very much, I said, and shut my notebook with what I hoped was a conclusive snap. When I looked up, the fox was some yards off, cocking his ears and sniffing intently. In the gathering gloom he seemed very small. And then, without a sound, he was gone.

I don't like guns. I don't like hooks and gaffs, or that horrible metal truncheon thing with which

It's such a funny world that I would bet \$5,000 that James "Whitey" Bulger loves cats and dogs and hates all blood sports.

Dominic Lawson is editor of the *Spectator*.

Tom Fort

Shooting grouse

■ From Page I

was defeated by Wellington, and that the House of Commons never cheered so loudly as when this hated tax was repealed.

40 per cent, and the outrage of the Labour benches was genuine and violent, as if some great social taboo was being broken. Even the Conservative benches seemed somewhat shocked, almost disbelieving.

I suspect this rational feeling is mainly due to the fact that, as a freelance, I am paid gross, have the pleasure of feeling the money swirl and surge through my bank

But because of the insidious system of PAYE, most employees never have the pleasure of feeling what they have really earned and the government knows that, human nature being what it is, people are happier not to know that their pocket has

So many salmon, so little time

Instead, the poor highly-taxed restaurateur is generally blamed and certainly suffers for this extra tax: his customers look at the figure at the bottom of the bill and curse the

more valuable homes should pay much more dearly for the privilege - an extra £132 a year for those with houses deemed to be worth more than £320,000. Because only a relatively small number of people live in such houses, the consequent

war consensus - which one thought it had abandoned - of imposing high tax rates solely for the purpose of gratifying those who do not have to pay them. Perhaps that was as predictable as death and taxes.

Death to taxes — especially at 40 per cent

Nothing is certain, says Dominic Lawson, except that we do not have to tolerate state Faginism

40 per cent, and the outrage of the Labour benches was genuine and violent, as if some great social taboo was being broken. Even the Conservative benches seemed somewhat shocked, almost disbelieving.

I suspect this rational feeling is mainly due to the fact that, as a freelance, I am paid gross, have the pleasure of feeling the money swirl and surge through my bank

But because of the insidious system of PAYE, most employees never have the pleasure of feeling what they have really earned and the government knows that, human nature being what it is, people are happier not to know that their pocket has

Instead, the poor highly-taxed restaurateur is generally blamed and certainly suffers for this extra tax: his customers look at the figure at the bottom of the bill and curse the

more valuable homes should pay much more dearly for the privilege - an extra £132 a year for those with houses deemed to be worth more than £320,000. Because only a relatively small number of people live in such houses, the consequent

war consensus - which one thought it had abandoned - of imposing high tax rates solely for the purpose of gratifying those who do not have to pay them. Perhaps that was as predictable as death and taxes.

was defeated by Wellington, and that the House of Commons never cheered so loudly as when this hated tax was repealed.

shocked, almost disbelieving.
Now we regard the 40 per cent top

pleasure of feeling the money swirl
and surge through my bank

being what it is, people are happier not to know that their pocket has

his customers look at the figure at the bottom of the bill and curse the

relatively small number of people live in such houses, the consequent

■ Dominic's *business* is editor of the